



MAKING A MATERIAL
DIFFERENCE

Breedon Group plc Annual Results 2023

6 March 2024



Forward looking statement



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Agenda

Group highlights

Rob Wood,
Chief Executive
Officer

Financial review

James Brotherton,
Chief Financial
Officer

Operational review

Rob Wood

Acquisition of BMC

Rob Wood
James Brotherton

Summary and Outlook

Rob Wood

Q&A

Record revenue and Underlying EBIT



Full year results ahead of upgraded expectations

Highlights

Resilient end-markets

Long-term structural growth drivers remain in place providing supportive backdrop to mitigate short-term headwinds



Managing factors within our control

Disciplined focus on carefully managing pricing, commercial and operational excellence



Investing for growth

Three earnings enhancing acquisitions delivered and record level of organic investment



Vertically-integrated model and sustainable growth strategy delivered again

Sustainable asset-backed growth model



Sustainability framework delivers tangible progress

Highlights

Sustain

Tangible progress; safety outcomes improved, targets submitted to SBTi, CDP rating awarded, carbon emissions reduced, Peak Cluster launched



Optimise

Excellence programmes launched; site optimisation and targeted investment to maximise efficiency, EPOD unlocking cash flow and sustainability benefits



Expand

Delivering balanced growth; mineral asset base and capital investment sustained, three earnings enhancing transactions completed, third platform commenced



Breedon is resilient and agile; well-positioned for market recovery and growth



Financial review

2023 Financial Highlights

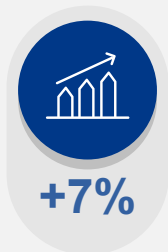


Record underlying EBIT and increased dividend payout

Revenue

£1,488m

2022: £1,396m



Revenue
growth

Underlying EBIT

£156.2m

2022: £155.0m



Margin
2022: 11.1%

ROIC

9.9%

2022: 10.8%



Effective
Tax Rate
2022: 16%

Free Cash Flow

£94.8m

2022: £68.7m



Conversion
from EBITDA
2022: 29%

Net Debt

£169.9m

2022: £197.7m



Covenant
Leverage
2022: 0.7x

Dividend
per share

13.5p

2022: 10.5p



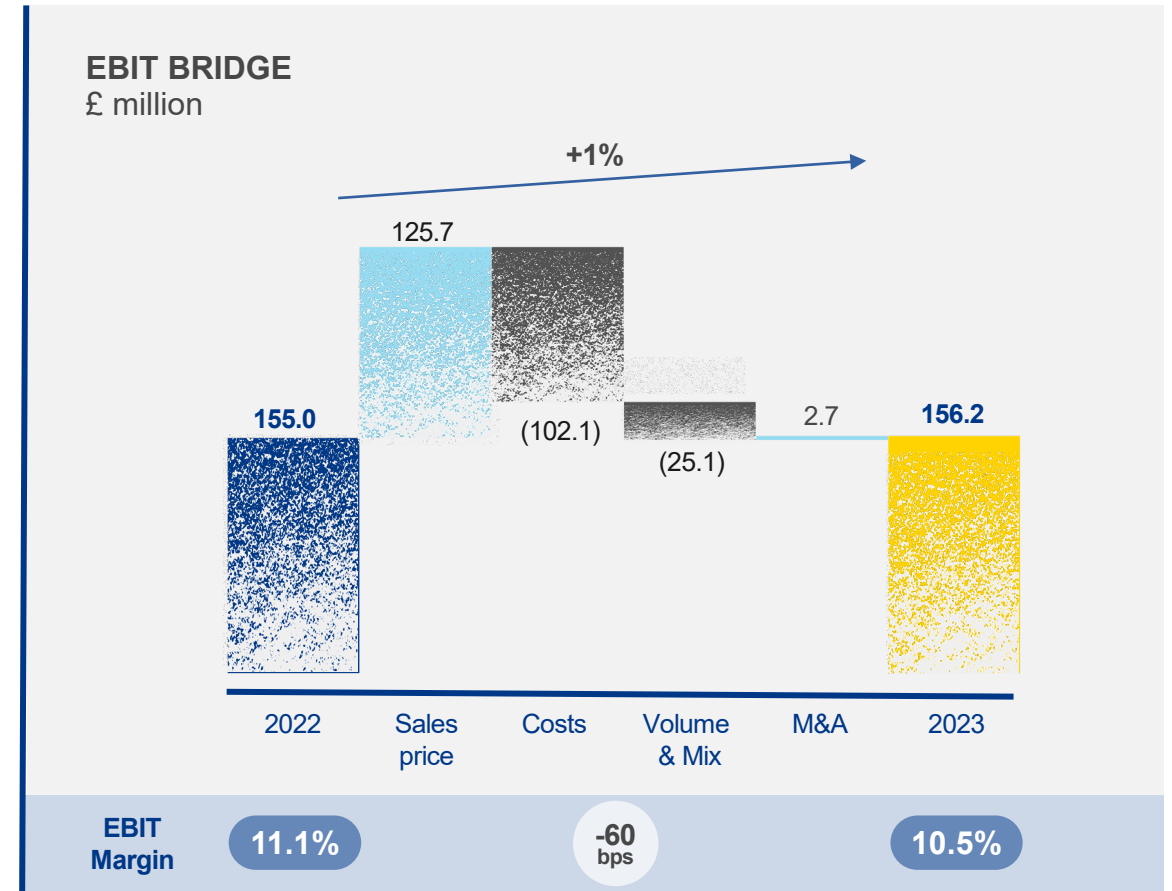
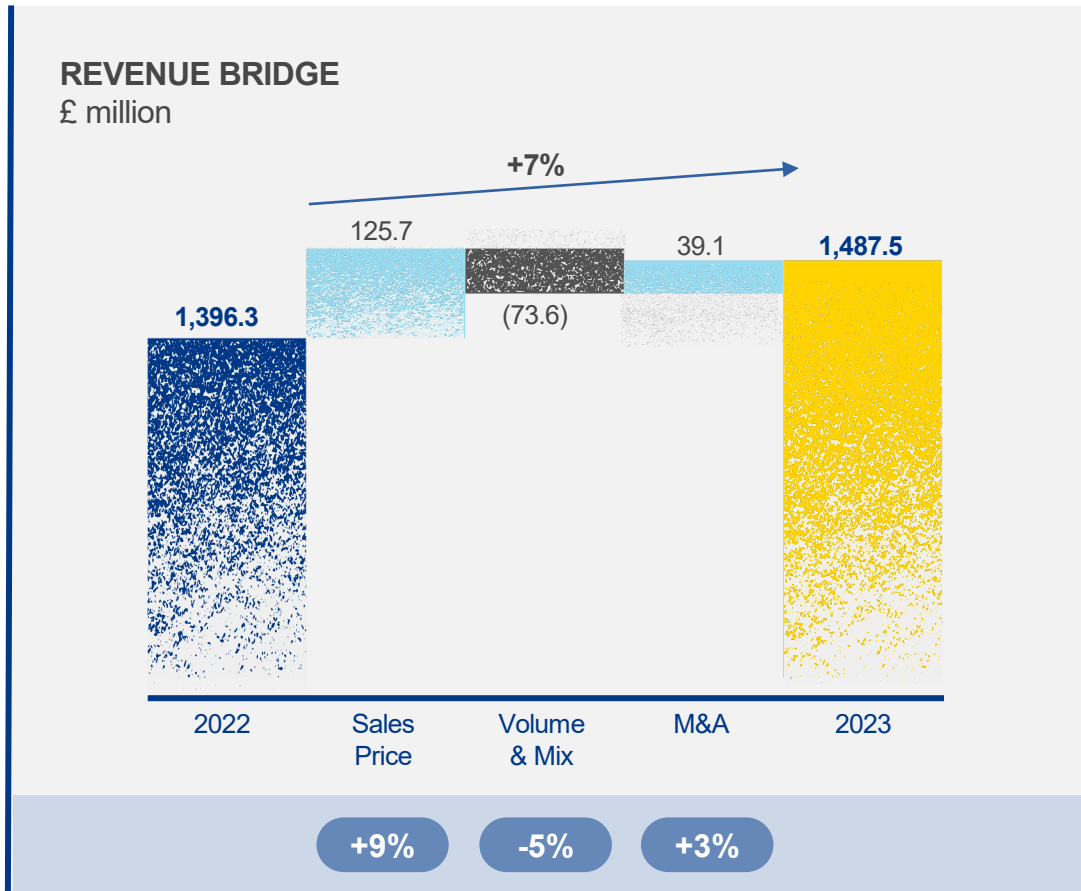
Payout
ratio

Notes: **Underlying** results are stated before acquisition-related expenses, property gains and losses, amortisation of acquisition intangibles, AIM to Main Market costs and related tax items. **ROIC** is Post-tax return on average invested capital, calculated as underlying earnings before interest, divided by average invested capital. **Covenant Leverage** is as defined by the Group's banking facilities. This excludes the impact of IFRS 16 and includes the proforma impact of M&A.

Revenue and EBIT bridges



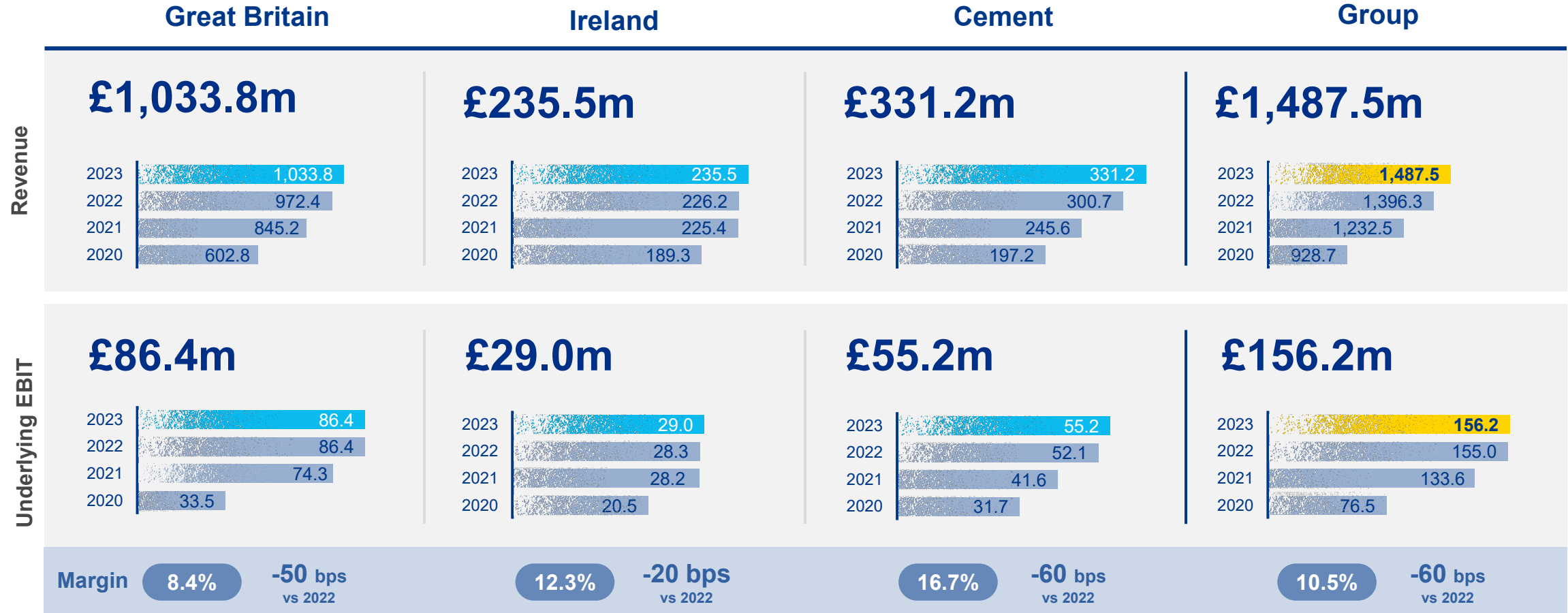
Price tailwinds and M&A offset lower volumes



Divisional contribution



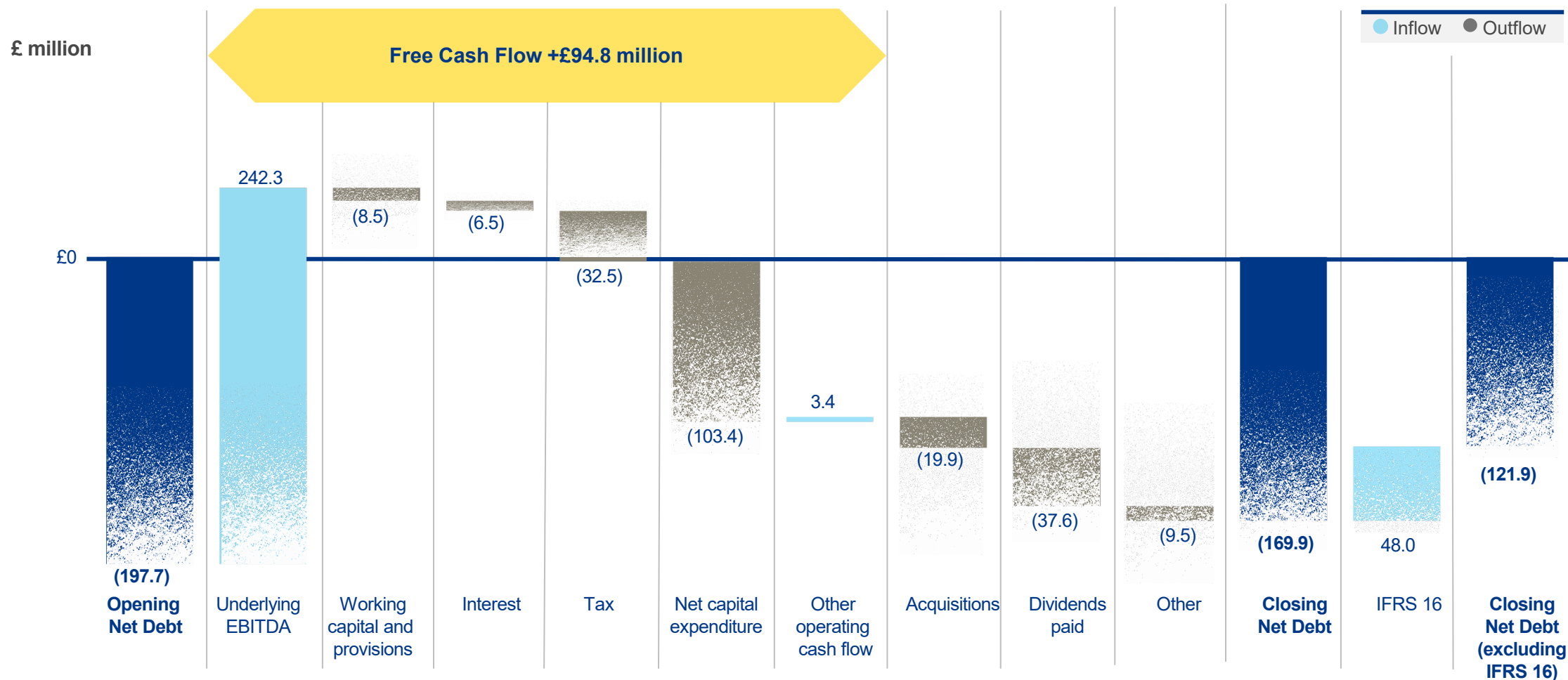
All divisions contributed to 2023 performance



Note: Divisional revenue and EBIT excludes eliminations, head office costs and JV/Associates. Certain cement related activities which were included in GB in 2020 were transferred to our Cement segment in 2021.

2023 Net debt and cash flow

Further deleveraging alongside continued investment



Delivering our strategy

Further progress towards our strategic goals



Growth

Outperform our markets



Profitability

EBIT margin 12% - 15%



Cash flow

FCF conversion >50%



Financial discipline

Covenant Leverage 1x – 2x



Returns

ROIC >10%



Dividend

Payout ratio 40%



Targets

Outcomes

Note: **FCF conversion**: Free Cash Flow relative to Underlying EBITDA. **Covenant Leverage** as defined by the Group's banking facilities - excludes the impact of IFRS 16 and includes the impact of M&A. **ROIC**: Post-tax return on average invested capital, calculated as underlying earnings before interest, divided by average invested capital. **Payout ratio** calculated with reference to Adjusted Underlying EPS.



Operational review

UK market; finding a floor

Construction activity to stabilise from lower levels



UK GDP; weak but resilient

- UK GDP +0.1% in 2023
- In technical recession in the second half

UK construction market softened in 2023

- Construction output estimated 6.4% reduction in 2023
- Infrastructure and industrial remain above pre-covid levels

Mineral products volumes declined

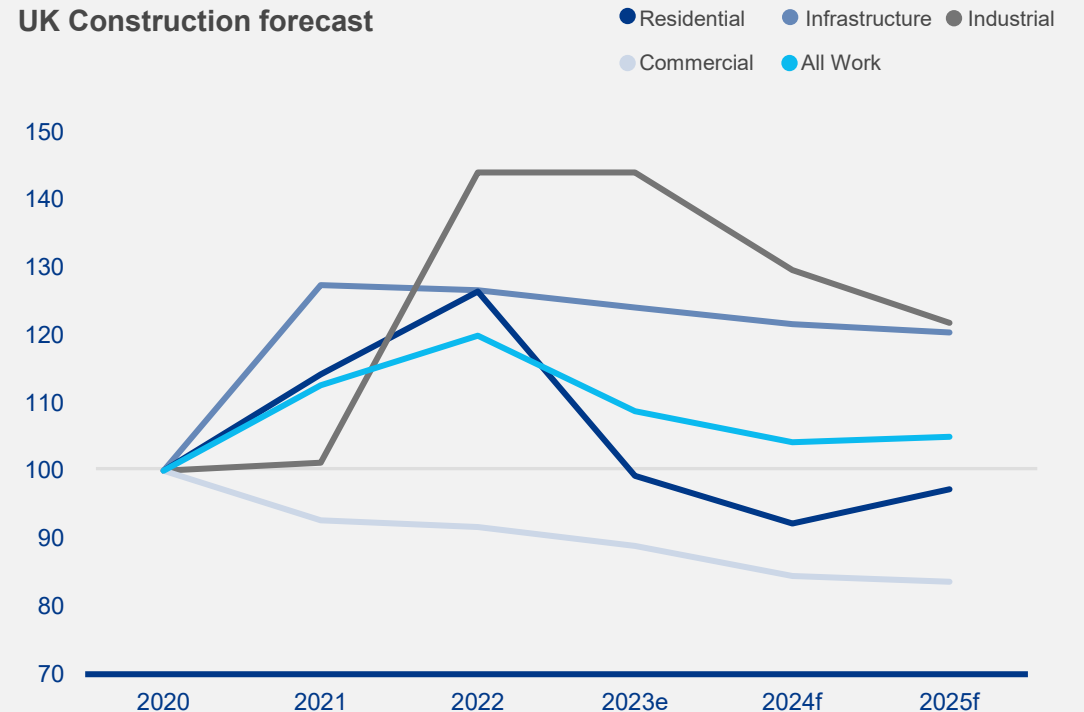
- Volumes moderated for a second consecutive year

Construction PMI; expectations improving

- December 2023 Construction PMI 46.8; off 2023 trough
- Business activity expectations improved

Source: ONS, CPA, MPA and S&P Global.

UK Construction forecast



Source: CPA.

Rol market; soft landing



Construction activity normalising

Modified Domestic Demand stabilising

- Estimated MDD growth 2.2%
- Growth forecast to reaccelerate

Construction output supported by housing

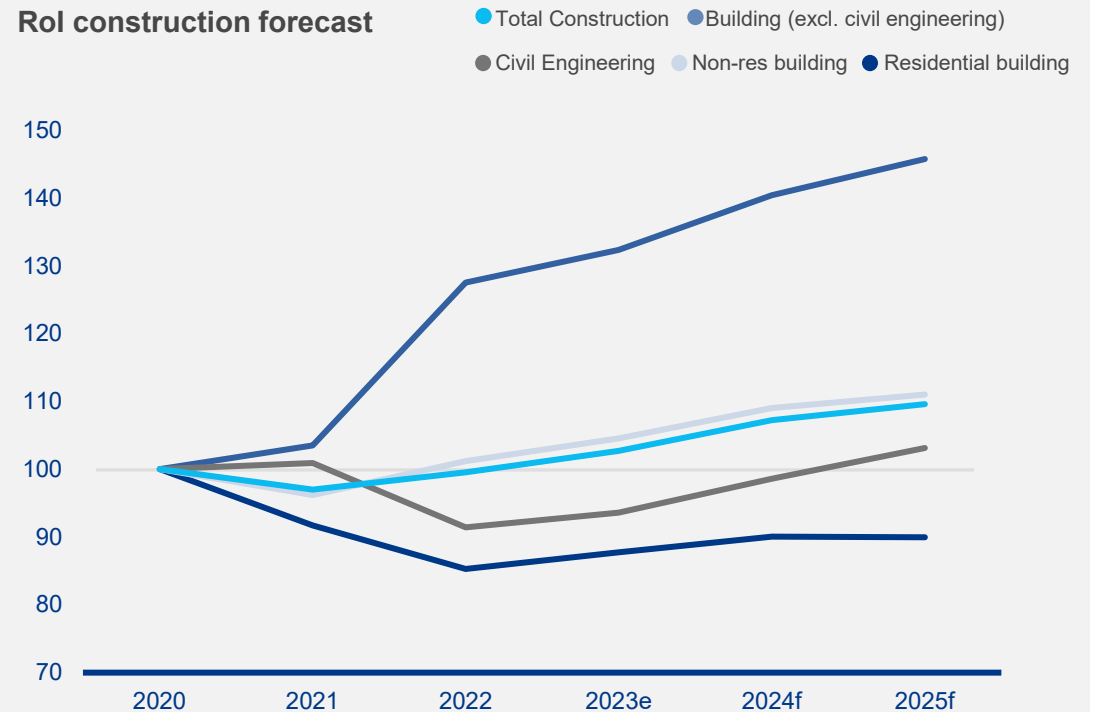
- Construction output estimated to have grown at 3.2%
- Residential and civils providing support

Construction PMI in negative territory

- December Construction PMI 45.1 but confidence improving
- Relative outperformance of residential reflects strong new homes market

Source: CSO, Euroconstruct and BNPPRE.

Rol construction forecast



Source: Euroconstruct.

Great Britain

Solid performance in softening markets

Solid performance

- Successfully navigated challenging market conditions to grow revenue and maintain earnings

Volumes moderated, pricing remained robust

- Volumes reflect softening market and budget constraints
- Pricing supported by structural demand and supply dynamics, ensuring full cost recovery

Culture of continual improvement

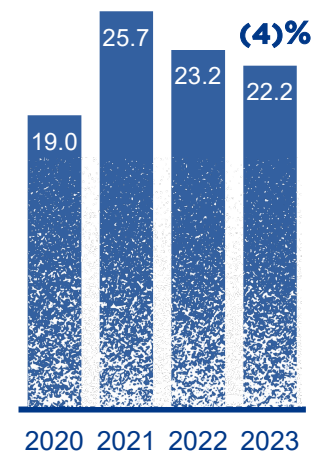
- Reinvigorated self-help measures with tailored operational and commercial excellence programmes
- Improving efficiency through close monitoring and targeted investment

Growing our capability, extending our footprint

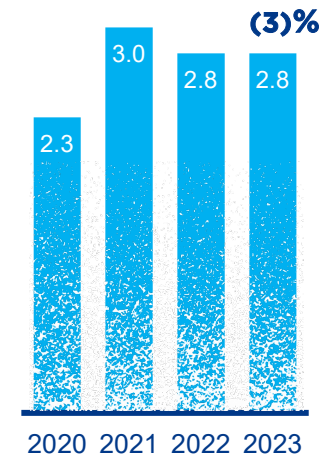
- Downstream bolt-on acquisitions with strong sustainability credentials increase pull through of materials



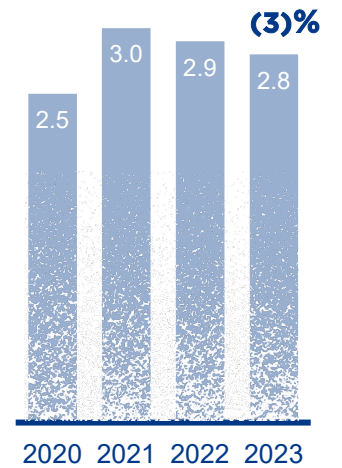
Aggregates
Million tonnes



Asphalt
Million tonnes



Concrete
Million m³



Ireland

Robust performance in mixed markets

Delivered high-quality service to loyal customers

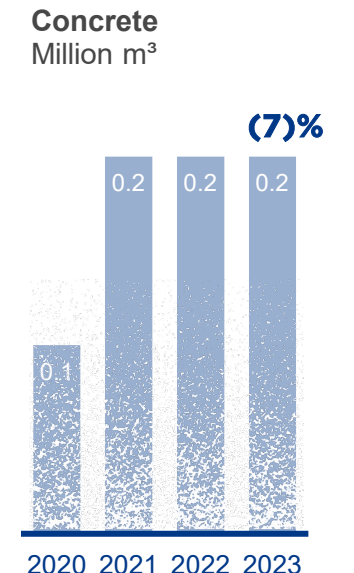
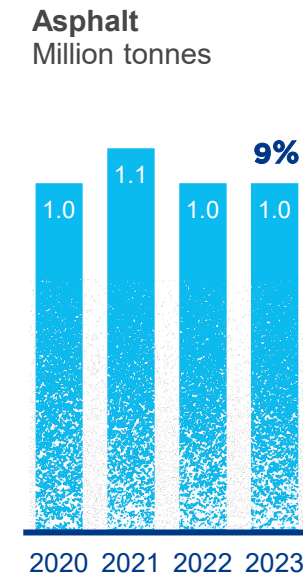
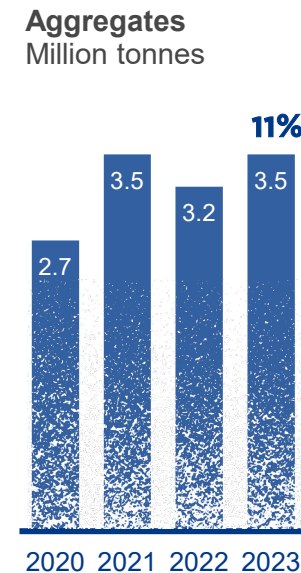
- Market conditions varied by region
- Absence of governing Assembly limited tenders coming to market
- Activity and tendering remained resilient in RoI where we secured high-quality new work

Mineral reserves enhanced

- The earnings enhancing acquisition of Robinsons contributed meaningfully to our asset base
- We added nearly 50m tonnes in 2023 with a pipeline of nearly 40m tonnes at various stages of planning
- Mineral reserves and resources increased by 93m tonnes to 153m tonnes since Lagan acquired in 2018

Breedon Ireland positioned for sustainable growth

- Excellence programme implemented to drive leadership in every market we serve
- Exploring ways to enhance sustainability credentials, meeting growing customer requirements



Cement

Prominent operator, well positioned

Resilient growth

- Revenue +10%; strong pricing offset reduced volumes
- Volumes impacted by GB housebuilding

Exceptional reliability

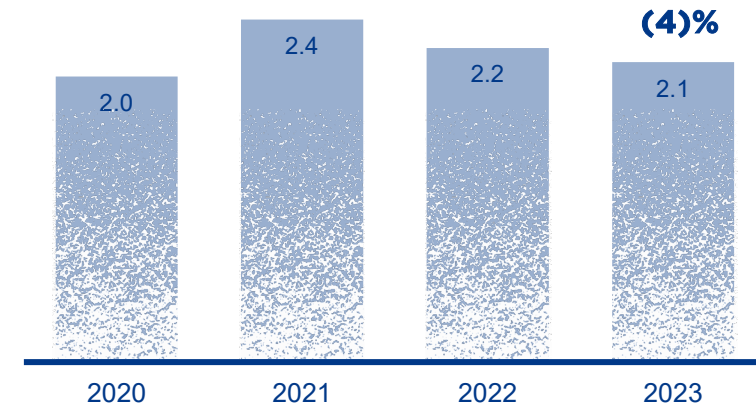
- Rigorous plant maintenance completed on time and to budget
- Hope kiln reliability maintained above 96% for 5th consecutive year, retaining Plant Mastery status

Sustainability enhancing projects

- Alternative fuel utilisation nearing 50%; Kinnegad achieved 79%, exceeding 90% at times
- Reduced clinker content cement c.25% of sales, an increase of over 50% from prior year
- Successful graphene field trials; up to 10% cement compressive strength increase and route to further carbon emissions reduction demonstrated
- Peak Cluster carbon capture and storage project launched at Hope providing clear path to reduce our carbon footprint



Cement
Million tonnes





\$300m Acquisition of BMC Enterprises inc.

Earnings enhancing US entry

Strategic highlights



- Leading US regional ready-mixed concrete, aggregates and building products business
- Headquartered in St Louis, Missouri
- Strong track record of organic and transaction-led growth
- Well-regarded management team, remaining with the business
- Culturally aligned to Breedon, sharing our values
- Well-positioned to benefit from construction growth in the US Mid-West

Evaluating a third platform



What we said



Market with long-term growth prospects

A robust legal system



A reliable planning regime

A benign local culture



With minimal political risk

Confidence in replicating the Breedon model in a third platform



The US opportunity



High relative growth and highly fragmented

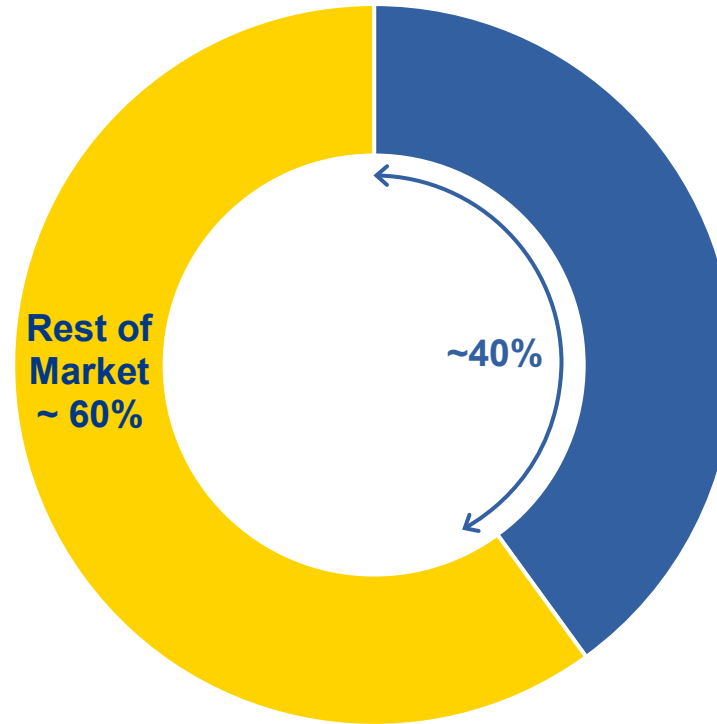
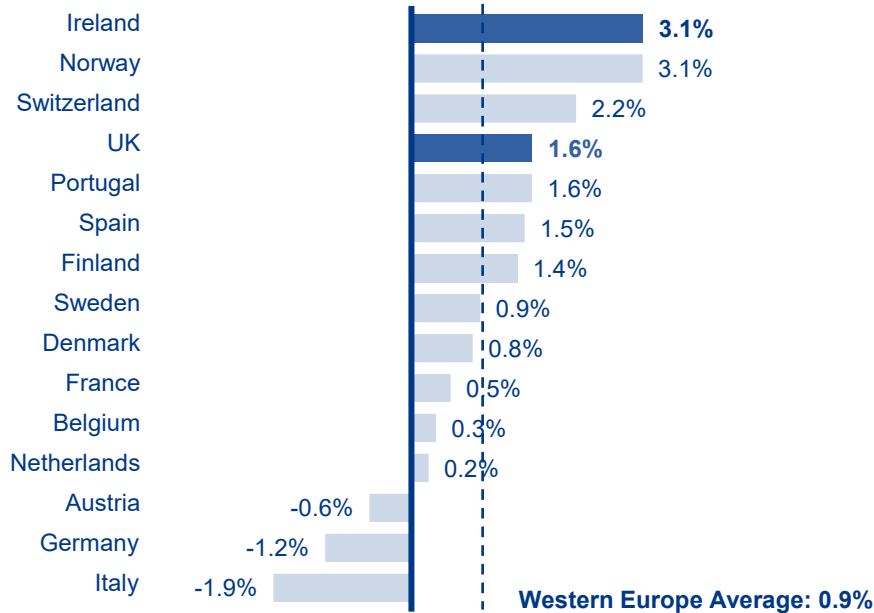
Construction Starts (US)

\$ volume growth; 2023A-2026E CAGR



Total Construction Output (Europe)

Real growth; 2023E-2026E CAGR



US market remains highly fragmented

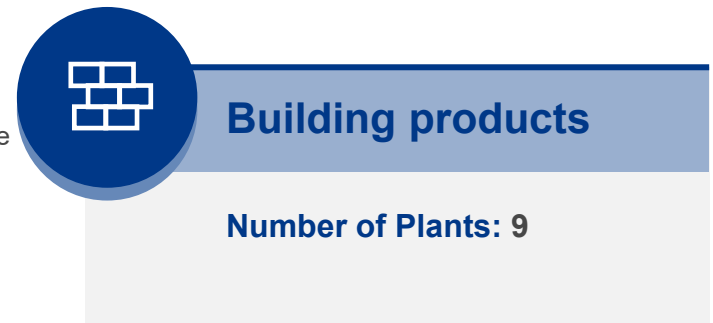
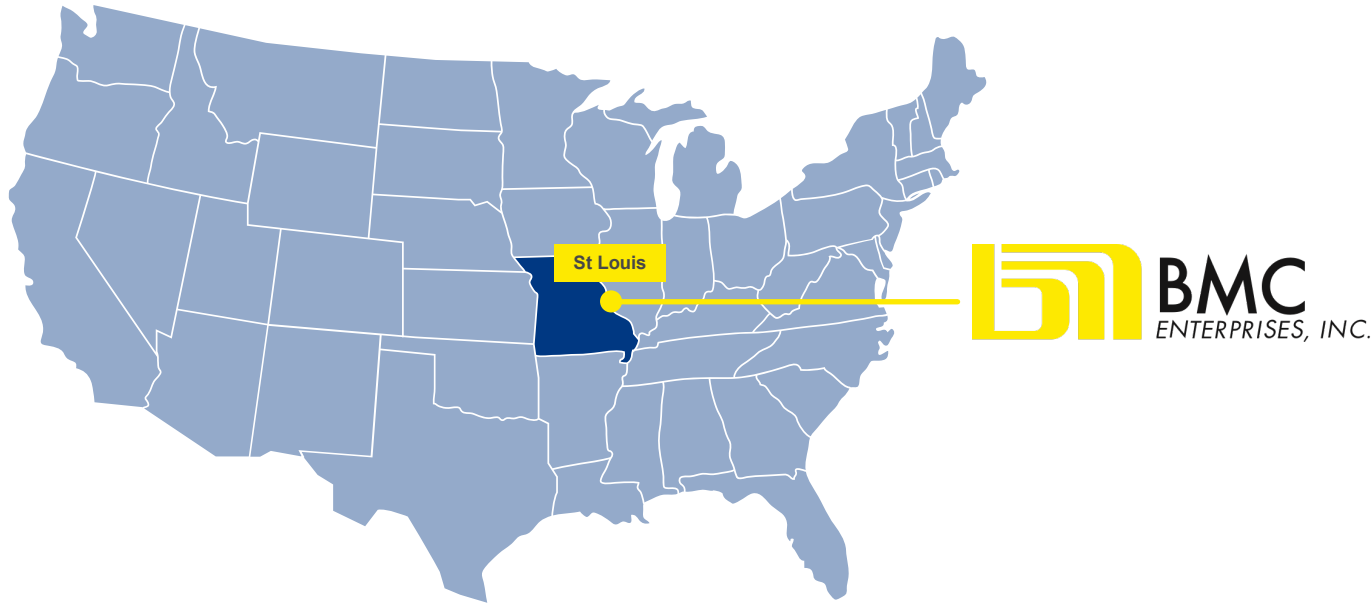
Top 10 comprising global and domestic majors have c.40% market share

Over 5,000 companies managing close to 11,000 operations

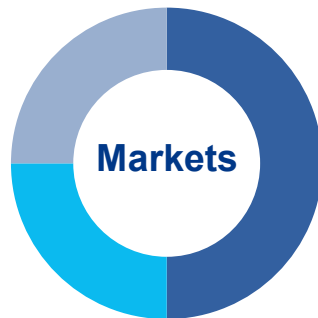
Source: Moelis

BMC at a glance

The beachhead for our US platform



Sales mix



- 50% Residential
- 25% Non-residential
- 25% Non-building

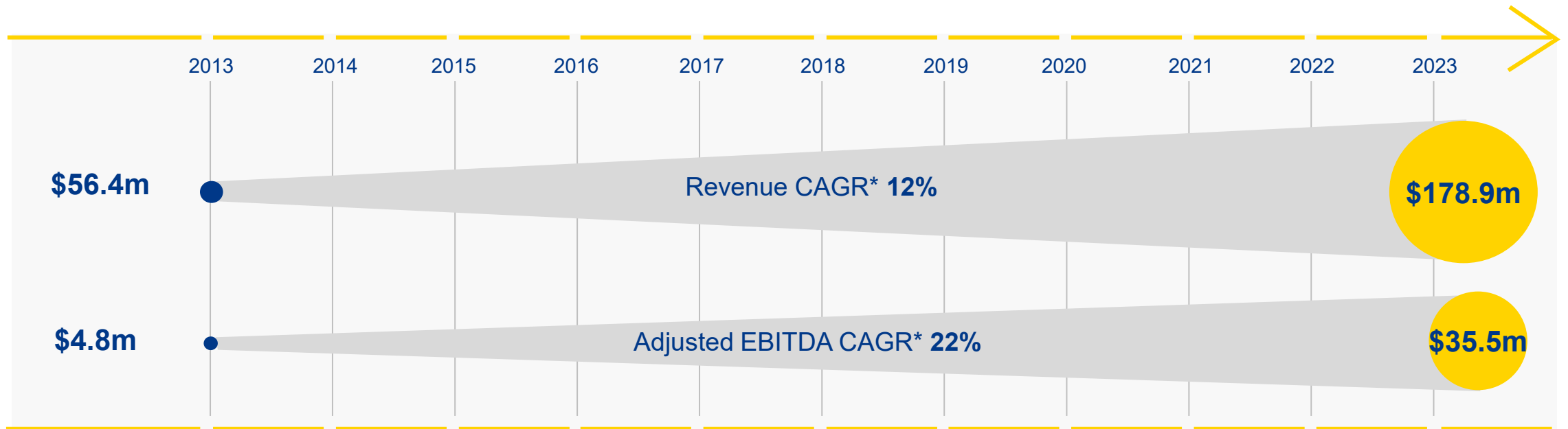


- 76% Ready-mixed concrete
- 12% Aggregates
- 12% Building products

Strong growth track record



A familiar profile



Note: Strafe financials are unaudited and have been prepared under US GAAP.
* CAGR: Compound Annual Growth Rate 2013-2023

The BMC team



Experienced Management who have grown the business



Andy Arnold
CEO Designate

29 years of concrete and aggregates experience
Previously with Holcim
Joined BMC in 2006



John Crumrine
CFO

Experienced CFO
Previously with
Sensient Technologies
Joined BMC in 2013



Mark Jacobs
GC and CHRO

Qualified Lawyer and
experienced CHRO
Previously with
Schenck Markets
Joined BMC in 2022

Supported by Nathan McKean as advisory board member

North-West Central construction market

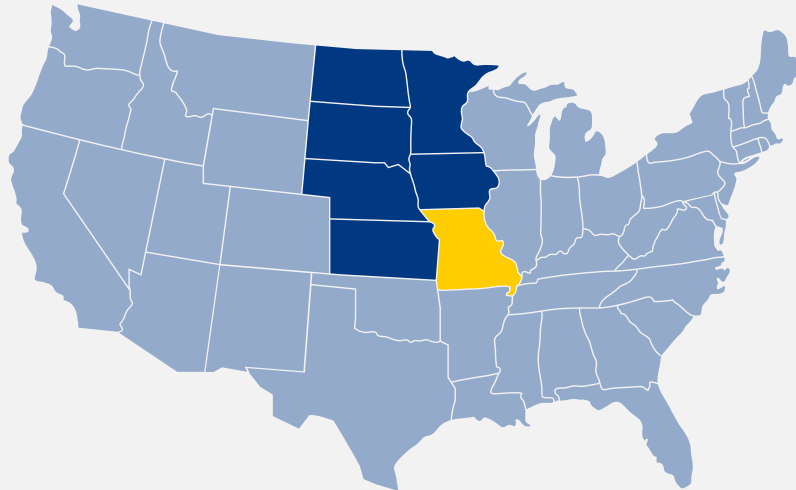


Regional growth outpacing the broad US growth rate



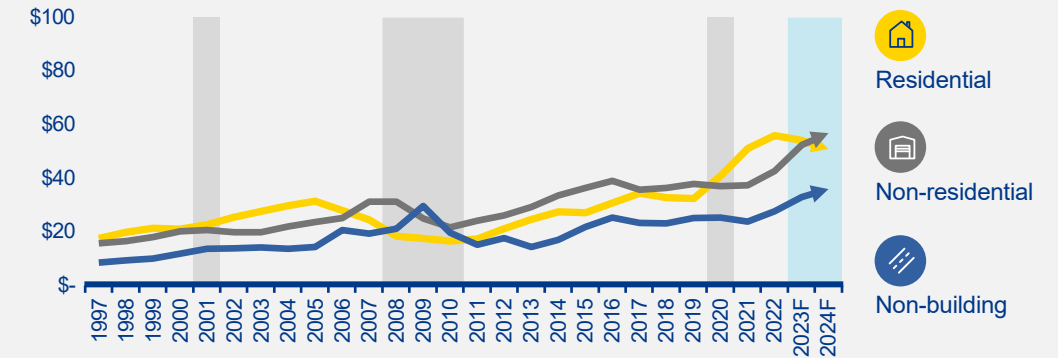
The North-West Central region

Regional growth outpacing National rate



North-West Central Construction Put-in-Place

(\$ in Billions) Grey bars denote recessions, Blue bars denote forecast



Residential

Structural supply-demand disconnect

- Over a decade of structural under-investment
- Growing population and generational demand of prime homebuying demographic
- Missouri population growth of 5% outpaces Single-Family permit issuance of 2.9% over the last 15 years



Non-residential

CHIPS and Science Act

- Designed to incentivise domestic high-tech research and bring semiconductor manufacturing back to the US
- **\$53bn** apportioned for US semiconductor manufacturing and R&D
- North-West Central manufacturing Construction Put-in-Place forecast to grow by 22% to **\$16bn** in 2024



Non-building

Federal and State funding programmes

- **IJA** provides for **c.\$6.5bn** in MO over five years to 2026, 26% more on average than the previous five years
- **MoDOT** Highway and Bridge Construction Funding **c.\$12.5bn** over five years to 2028, funded by **state fuel tax**

Source: FMI Capital Advisers

Acquisition of BMC



Meeting Breedon's transaction returns criteria

Transaction Highlights

- Enterprise Value - \$300m
- Cash Consideration - \$285m
- Share Consideration - \$15m (held for at least 1 year)
- Customary adjustments and retentions

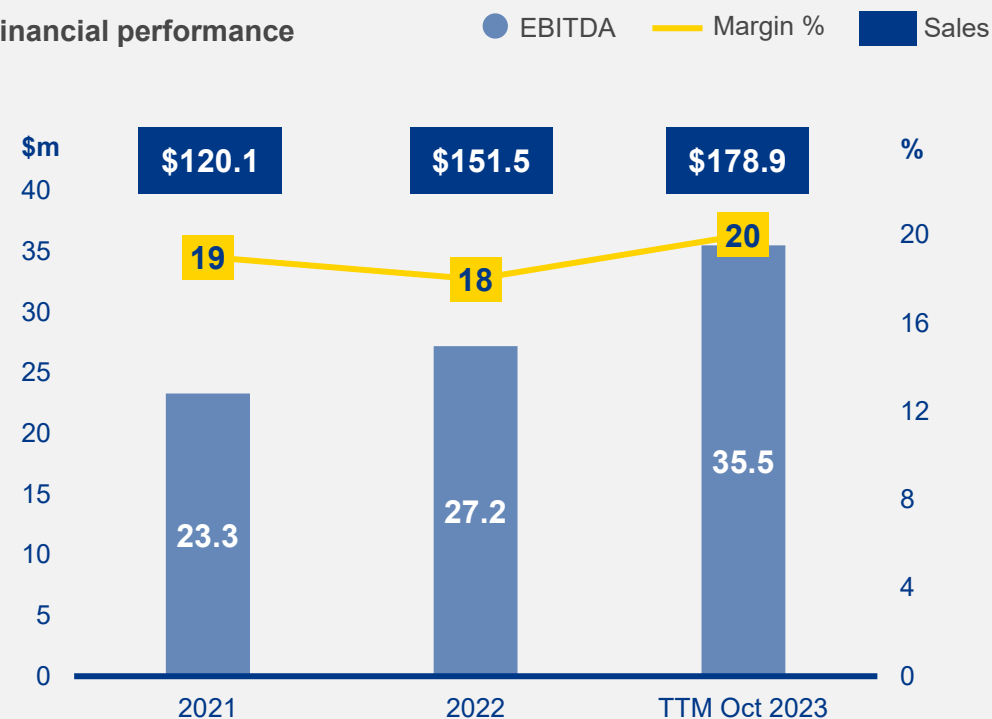
Key metrics

- Valuation c.8.5x TTM Oct 23 EBITDA
- Earnings enhancing in first full year
- Pro-forma leverage of 1.4x

Timetable

- Announcement – March 6 2024
- Completion – by March 7 2024

Financial performance



Acquisition of BMC

2024 Technical Guidance



BMC Guidance



- Consolidated for 10 months of 2024
- Transaction costs c.\$15m (non-underlying)
- Integration costs \$2 - 5m (non-underlying)
- Opex investment c.\$2m p.a.
- Shares issued 3.2m
- US tax rate 25%

Group Guidance



- Capital Expenditure £130m - £140m
- Working Capital £20m - £30m
- Interest Charge £25m - £30m
- Group tax rate c.23%
- Dividend cash cost c.£45m



Summary and Outlook

Enter 2024 in a strong position



Well-established model and growth strategy

Outlook and
Summary

Welcome political clarity

Reinstatement of governing
Assembly in Northern Ireland



Economic contributor

Construction drives growth, benefits
from cross-party support



Finely balanced outlook

Macroeconomic landscape
uncertain near-term



Well-positioned to respond

Deliberate pricing and forward
hedging strategies



Supportive end-markets

Infrastructure and housebuilding;
confident in medium-term outlook



Return to growth forecast

Construction output growth expected.
Breedon growth model well-populated



The Breedon sustainable growth model now across three platforms



MAKING A MATERIAL
DIFFERENCE



Q&A

Breedon Annual Results 2023





Appendix

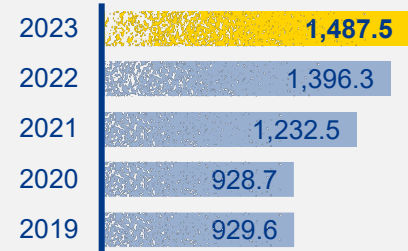
Breedon Annual Results 2023

Our track record

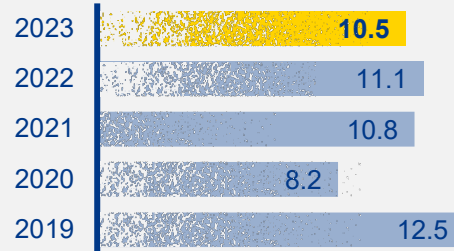


Financial KPIs

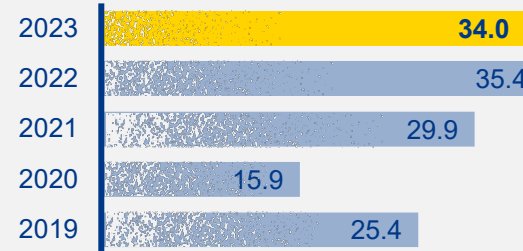
Revenue
£million



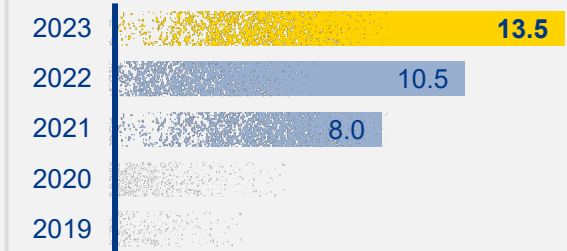
Underlying
EBIT Margin
%



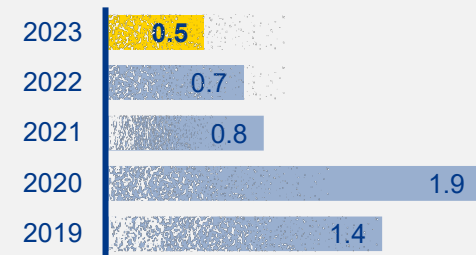
Adjusted Underlying
Basic EPS
pence



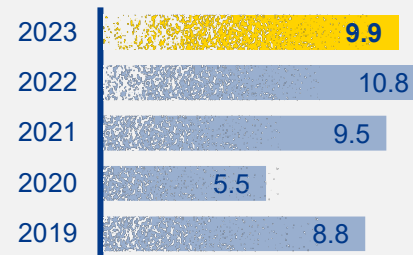
Dividend per share
pence



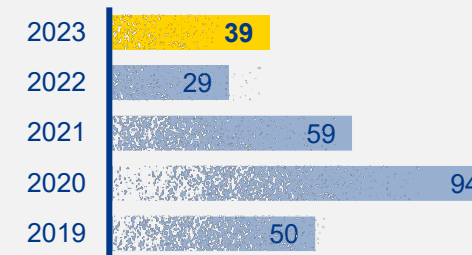
Covenant Leverage
times



Return on
Invested Capital
%



Free Cash Flow
Conversion
%

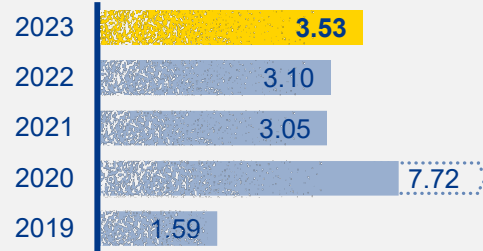


Our track record

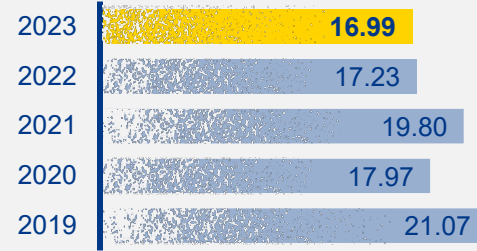


Non-financial KPIs

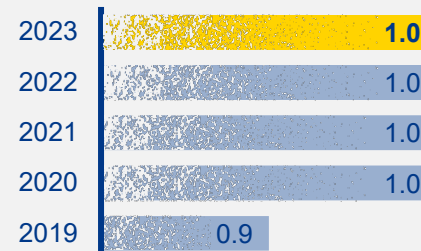
Combined LTIFR per million hours worked



Combined TIFR per million hours worked

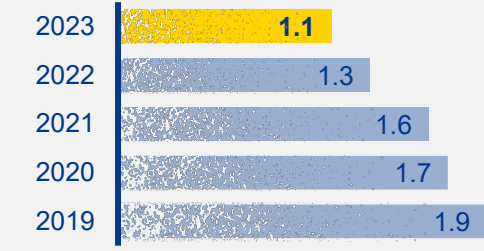


Reserves and resources billion tonnes



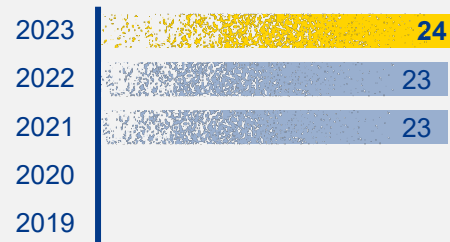
Emissions intensity – Revenue

kgCO₂e per £ revenue



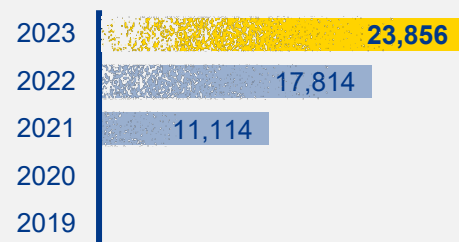
Emissions intensity – Cementitious

% reduction per tonne from 2005 baseline



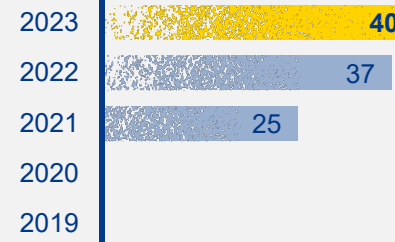
People positively impacted

number of people per year



Sustainable product sales

% total concrete and asphalt revenue



Balanced financial framework delivering

Benefitting from strategic execution and operational focus



Return on capital broadly in-line with medium-term target

 **ROIC 9.9%**

Proactive investment

ORGANIC

Replenished reserves and resources

Productivity enhancing plant and machinery

M&A

Three bolt-on acquisitions in GB

Third platform development

Meeting strategic objectives

Record Underlying EBIT

Improved Free Cash Flow

Strong balance sheet

Excess capital distributed

Dividend payout increased to committed target

Covenant Leverage 0.5x

2023 Income Statement



£ million	2023	2022
Revenue	1,487.5	1,396.3
Underlying EBITDA	242.3	235.0
Depletion & depreciation	(88.7)	(83.5)
Share of associate and joint ventures	2.6	3.5
Underlying EBIT	156.2	155.0
Net Interest	(11.3)	(12.2)
Non-underlying items	(10.5)	(7.0)
Profit before tax	134.4	135.8
Tax at effective rate	(28.1)	(22.1)
Change in deferred tax rate	(0.7)	(1.1)
Taxation	(28.8)	(23.2)
Profit for the period	105.6	112.6
Underlying Basic EPS	33.8p	35.1p
Adjusted Underlying Basic EPS	34.0p	35.4p

2023 Balance Sheet



£ million	2023	2022
Property, plant and equipment	817.2	787.9
Right-of-use assets	45.1	47.1
Intangible assets	520.2	518.2
Investment in associate and joint ventures	14.5	13.7
Inventories	120.1	94.8
Trade and other receivables	228.8	222.4
Total assets (excluding cash)	1,745.9	1,684.1
Trade and other payables	(278.6)	(263.8)
Provisions	(94.6)	(86.0)
Current tax payable	(0.1)	(3.8)
Deferred tax liabilities	(92.0)	(89.0)
Total liabilities (excluding interest-bearing loans and borrowings)	(465.3)	(442.6)
Net Debt	(169.9)	(197.7)
Net Debt excluding IFRS 16	(121.9)	(148.4)
Net assets	1,110.7	1,043.8

2023 Free Cash Flow



£ million	2023	2022
Underlying EBITDA	242.3	235.0
Working capital and provisions	(8.5)	(33.3)
Net interest paid	(6.5)	(9.0)
Income taxes paid	(32.5)	(25.8)
Net capex	(103.4)	(102.0)
Other	3.4	3.8
Free cash flow	94.8	68.7
Acquisition of businesses	(19.9)	(15.1)
Dividends paid	(37.6)	(30.5)
Other	(9.5)	(8.3)
Decrease in Net Debt	27.8	14.8

Impact of 5:1 share consolidation

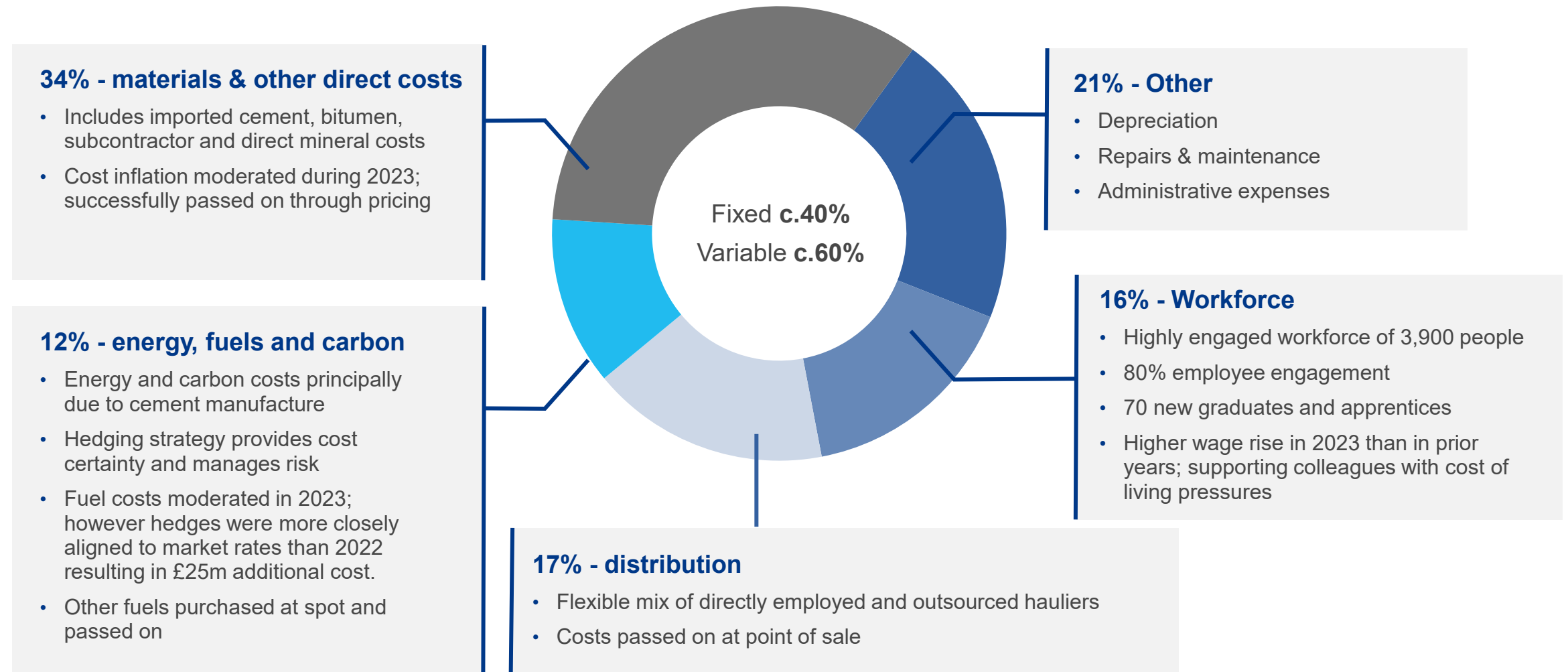


Restated	2019	2020	2021	2022	2023
Adjusted Underlying Basic EPS	25.4p	15.9p	29.9p	35.4p	34.0p
Underlying Basic EPS	25.4p	14.1p	24.8p	35.1p	33.8p
Statutory Basic EPS	23.2p	10.0p	23.2p	33.2p	31.1p
Underlying Diluted EPS	25.3p	14.1p	24.7p	35.0p	33.7p
Statutory Diluted EPS	23.1p	9.9p	23.1p	33.2p	31.0p
Dividends per share	-	-	8.0p	10.5p	13.5p

Original figures	2019	2020	2021	2022	
Adjusted Underlying Basic EPS	5.1p	3.2p	6.0p	7.1p	
Underlying Basic EPS	5.1p	2.8p	5.0p	7.0p	
Statutory Basic EPS	4.6p	2.0p	4.7p	6.7p	
Underlying Diluted EPS	5.1p	2.8p	4.9p	7.0p	
Statutory Diluted EPS	4.6p	2.0p	4.6p	6.6p	
Dividends per share	-	-	1.6p	2.1p	

Disciplined cost management

Flexible cost base supported by forward hedging programme

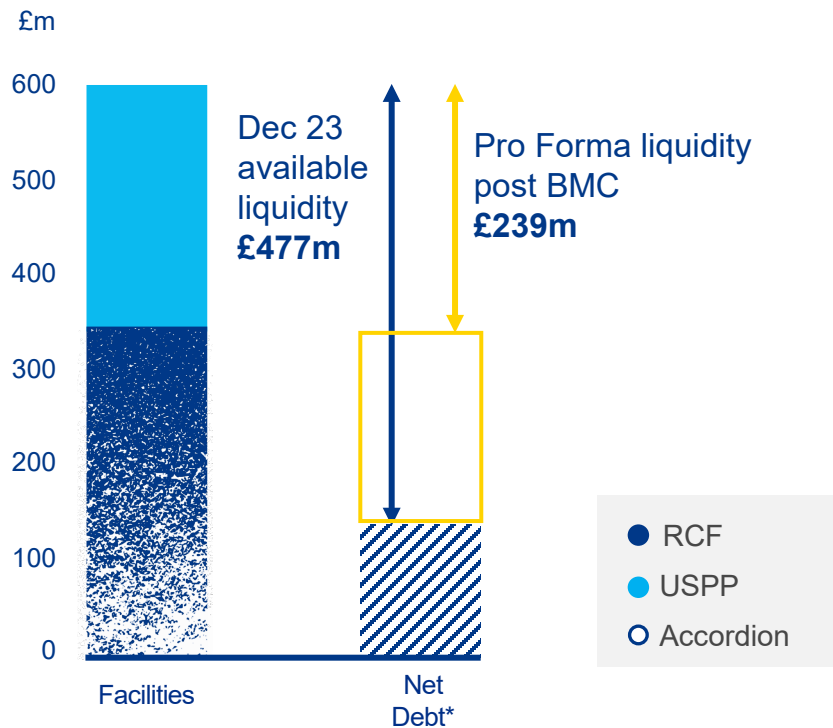


Financing Breedon's Future

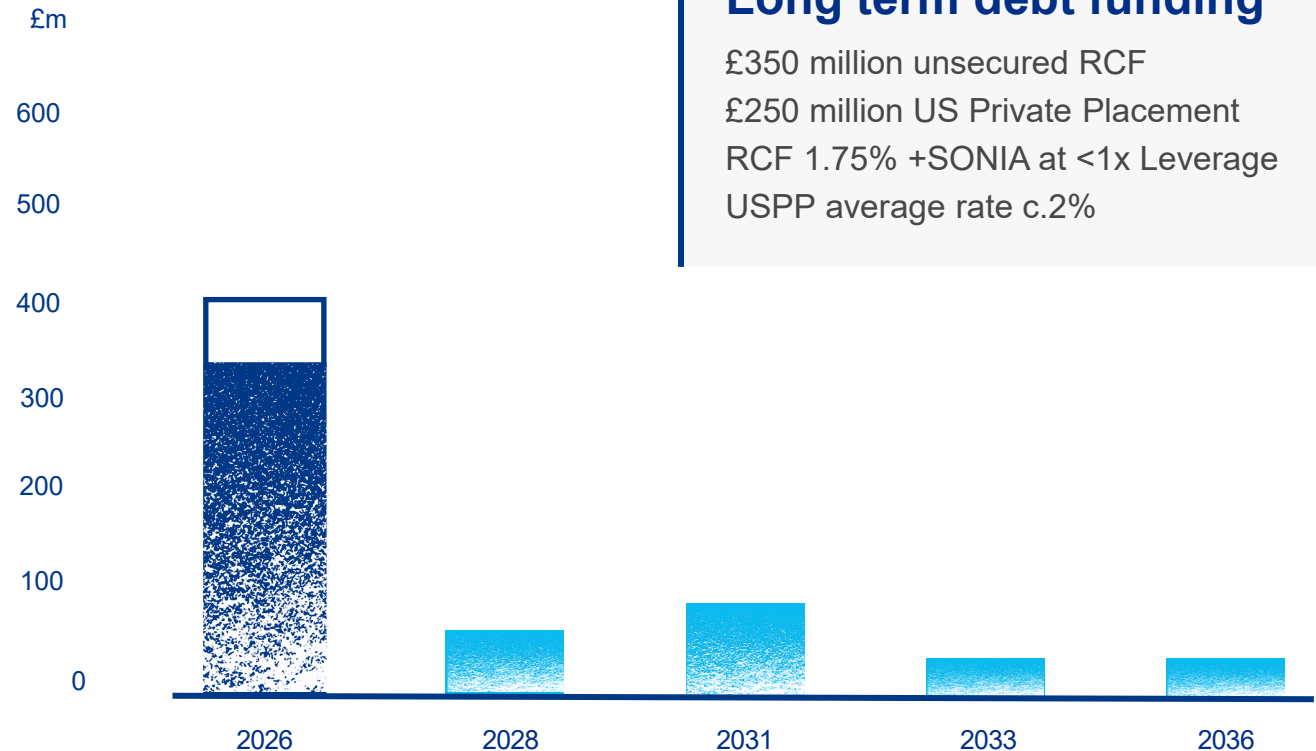


Diversified sources of finance at low interest rates

Debt finance positioned to support future growth



Debt Maturity profile



Long term debt funding

£350 million unsecured RCF
 £250 million US Private Placement
 RCF 1.75% +SONIA at <1x Leverage
 USPP average rate c.2%

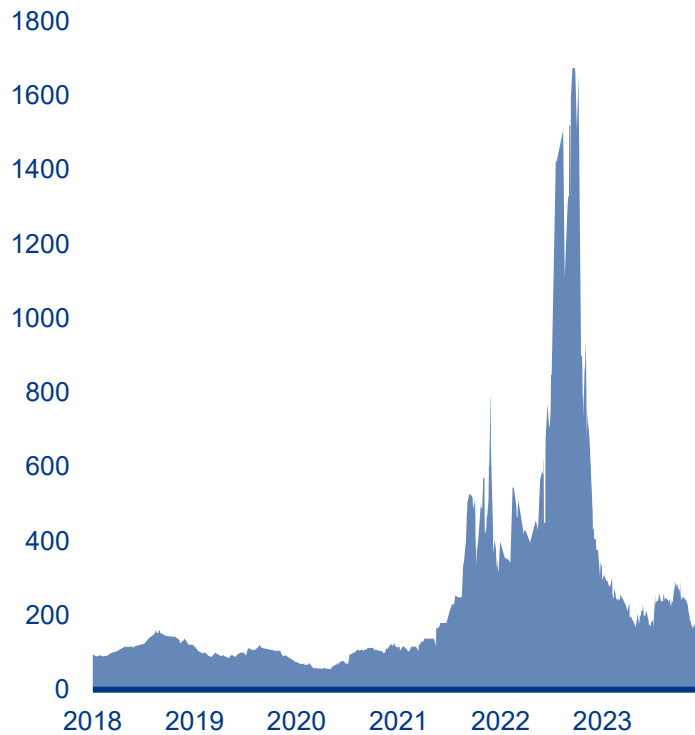
* Net debt as at 31 December 2023. Excludes IFRS 16 lease liabilities.

Moderating input cost inflation



Managed through layered hedging approach and dynamic pricing

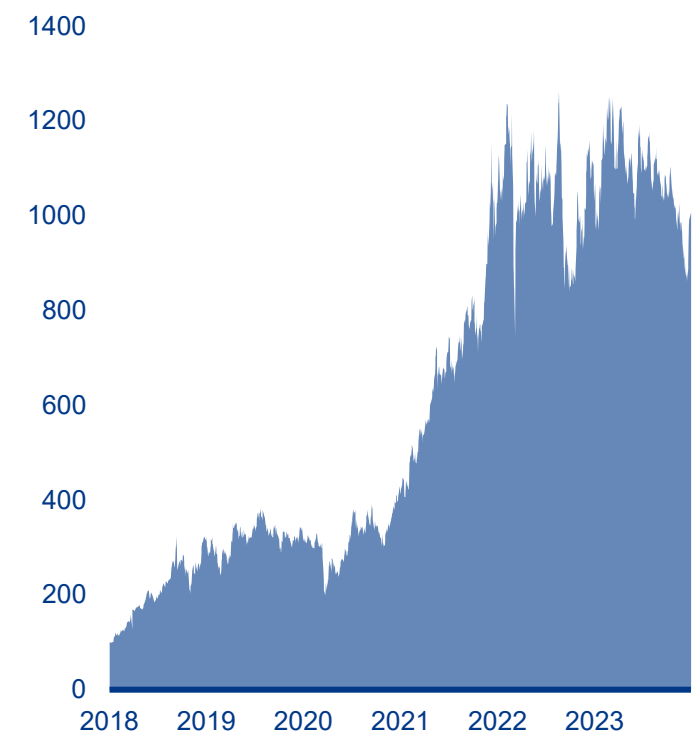
UK Electricity



Bitumen



Carbon



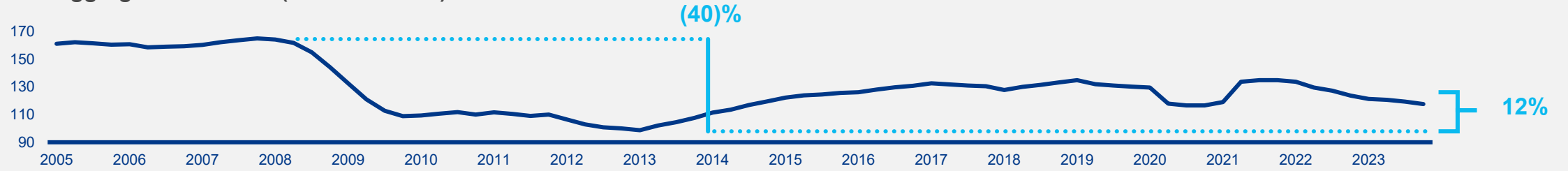
Source: Bloomberg.

Note: Charts based on 3 month forward electricity price, spot bitumen price and current year EU ETS carbon price, all rebased to 100 at January 2018.

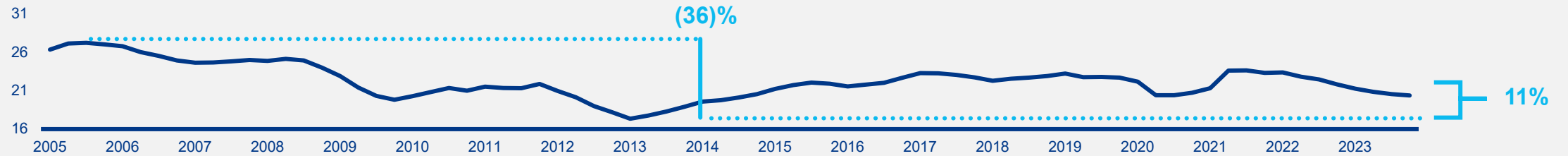
MPA volumes



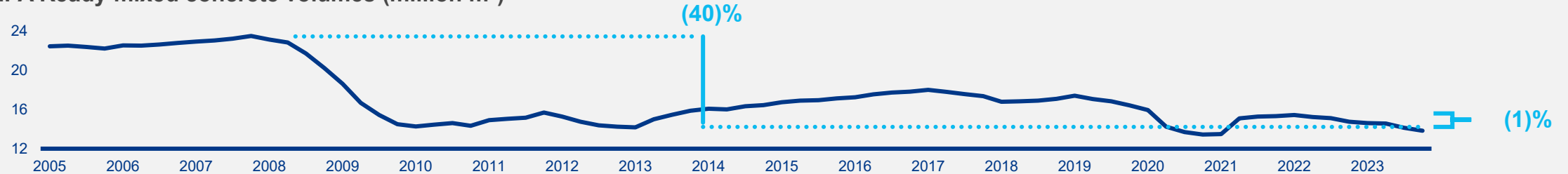
MPA Aggregates volumes (million tonnes)



MPA Asphalt volumes (million tonnes)



MPA Ready-mixed concrete volumes (million m³)



Note: Percentages show the % fall from peak to trough and the % recovery of the peak to trough fall to date.

Source: MPA member volumes. Product volumes reflect total market volumes for primary aggregates and MPA member volumes for asphalt and ready-mixed concrete.

Aggregates pricing outpaces inflation

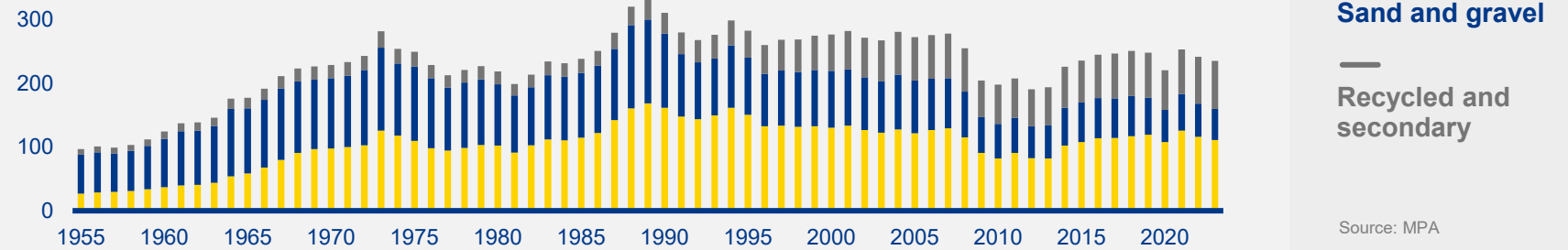
Asset base and local model provide a natural inflation hedge



Breedon reserves and resources
1bn tonnes

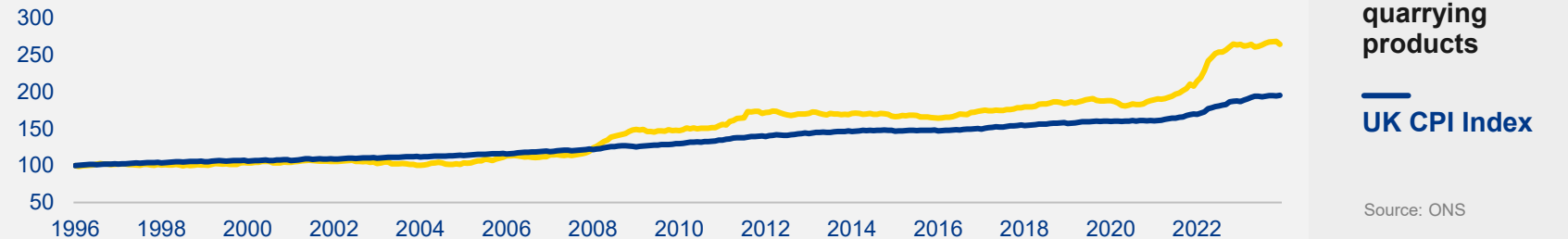


Aggregates markets by source of supply in Great Britain, 1955-2023
million tonnes



Source: MPA

Aggregates prices outpace inflation over time
indexed to 100 in 1996



Source: ONS

Market consensus

Company compiled - February 2024

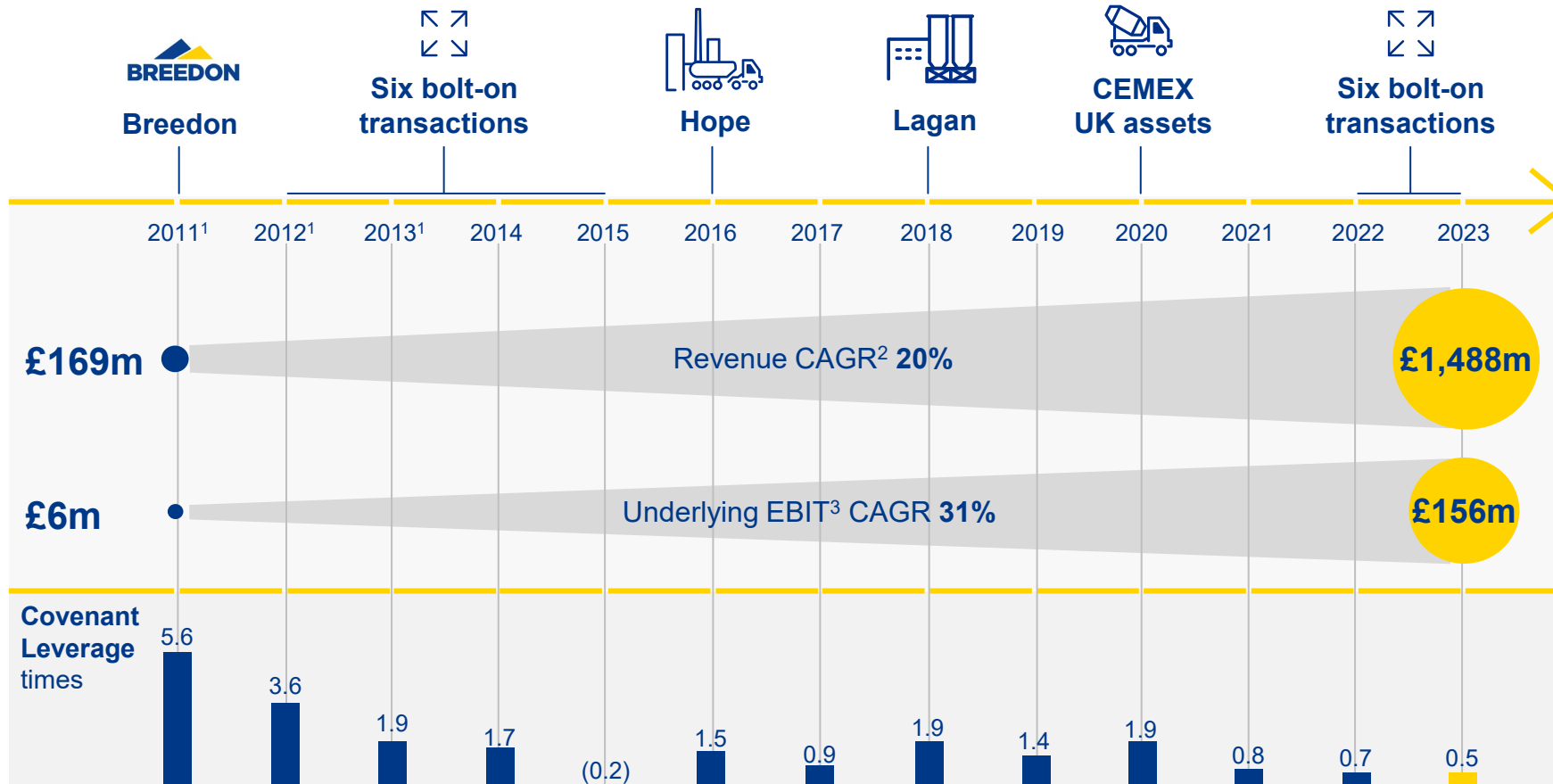


2023

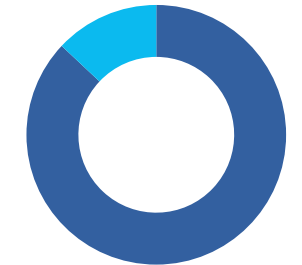
2024

	2023		2024	
	Average	Range	Average	Range
 Revenue	£1,489m	£1,470m - £1,501m	£1,513m	£1,460m - £1,553m
 Underlying EBIT	£152m	£145m - £156m	£157m	£151m - £163m
 Underlying basic earnings per share	32.2p	31.3p - 33.1p	32.7p	31.3p - 34.0p
 Net debt	£176m	£154m - £187m	£119m	£71m - £142m
 Dividend per share	11.8p	10.5p - 13.2p	12.5p	11.0p - 13.5p

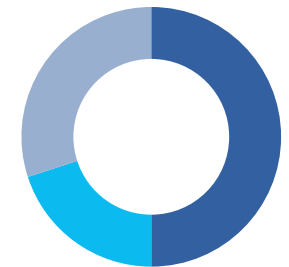
Track record of sustainable growth



1. Covenant Leverage has been calculated on a consistent basis for all periods, following the principles set out in the Group's current debt facility agreements.
 2. CAGR Compound Annual Growth Rate.
 3. EBIT refers to earnings before interest and tax and equates to profit from operations.



● UK 87% ● RoI 13%



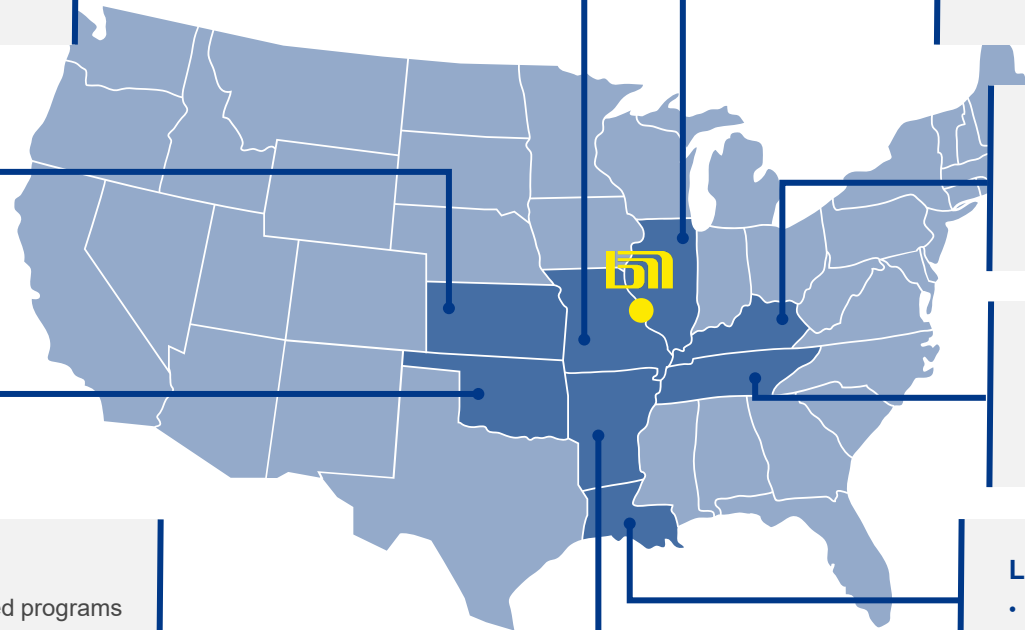
● Infrastructure c.50%
 ● Housing c.20%
 ● Industrial, Commercial and Other c.30%

Midwest infrastructure needs



Substantial increase in Federal infrastructure spending

Regional Infrastructure Investment and Jobs Act funding



Missouri

- **\$6.5B** for federal-aid highway apportioned programs
- **\$484M** for bridge replacement and repairs

Illinois

- **\$9.8B** for federal-aid highway apportioned programs
- **\$1.4B** for bridge replacement and repairs

Kansas

- **\$2.6B** for federal-aid highway apportioned programs
- **\$225M** for bridge replacement and repairs

Kentucky

- **\$4.6B** for federal-aid highway apportioned programs
- **\$438M** for bridge replacement and repairs

Oklahoma

- **\$4.3B** for federal-aid highway apportioned programs
- **\$266M** for bridge replacement and repairs

Tennessee

- **\$5.8B** for federal-aid highway apportioned programs
- **\$302M** for bridge replacement and repairs

Arkansas

- **\$3.6B** for federal-aid highway apportioned programs
- **\$278M** for bridge replacement and repairs

Louisiana

- **\$4.8B** for federal-aid highway apportioned programs
- **\$1.01B** for bridge replacement and repairs

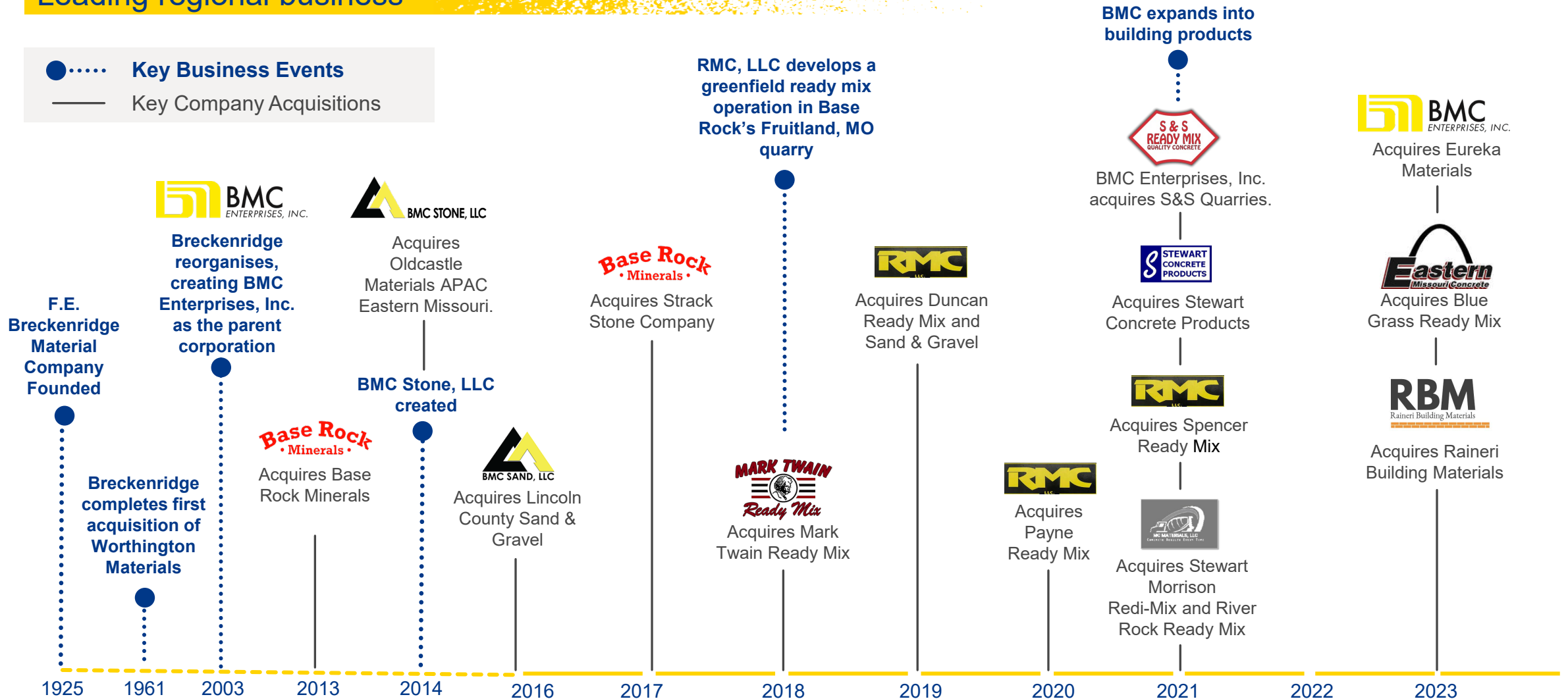
Infrastructure spending growth aligns with future expansion potential

Track record of value-added transactions



Leading regional business

- Key Business Events
- Key Company Acquisitions



We are making a material difference

