



Sector Leader  
Diversified Markets  
Compounding Growth

**Building Northern Europe's Leader in Lime and Limestone**

DECEMBER 2023

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# Agenda



- Introduction
- Why lime and limestone
- Strategic rationale
- Finance
- Next steps and outlook
- Appendix

# An opportunity to become Northern Europe's leader in lime and limestone



## Why are we a lime and limestone business?

Diversified end-markets, high barriers to entry, pricing power, and critical material to essential industries.



## Why this sector?

The demand for metals and materials is "poised to surpass all prior estimates" due to the "monumental" shift in the economy away from fossil fuel.<sup>1</sup>



## What will we achieve?

Combine two uniquely complementary businesses to create Northern Europe's leading lime and limestone group.



## Why does it make sense for shareholders in the short term?

Double digit earnings enhancing in first full year of ownership <sup>2</sup>.



## Why does it make sense for shareholders in the long term?

Unique platform for internally funded compounding growth.












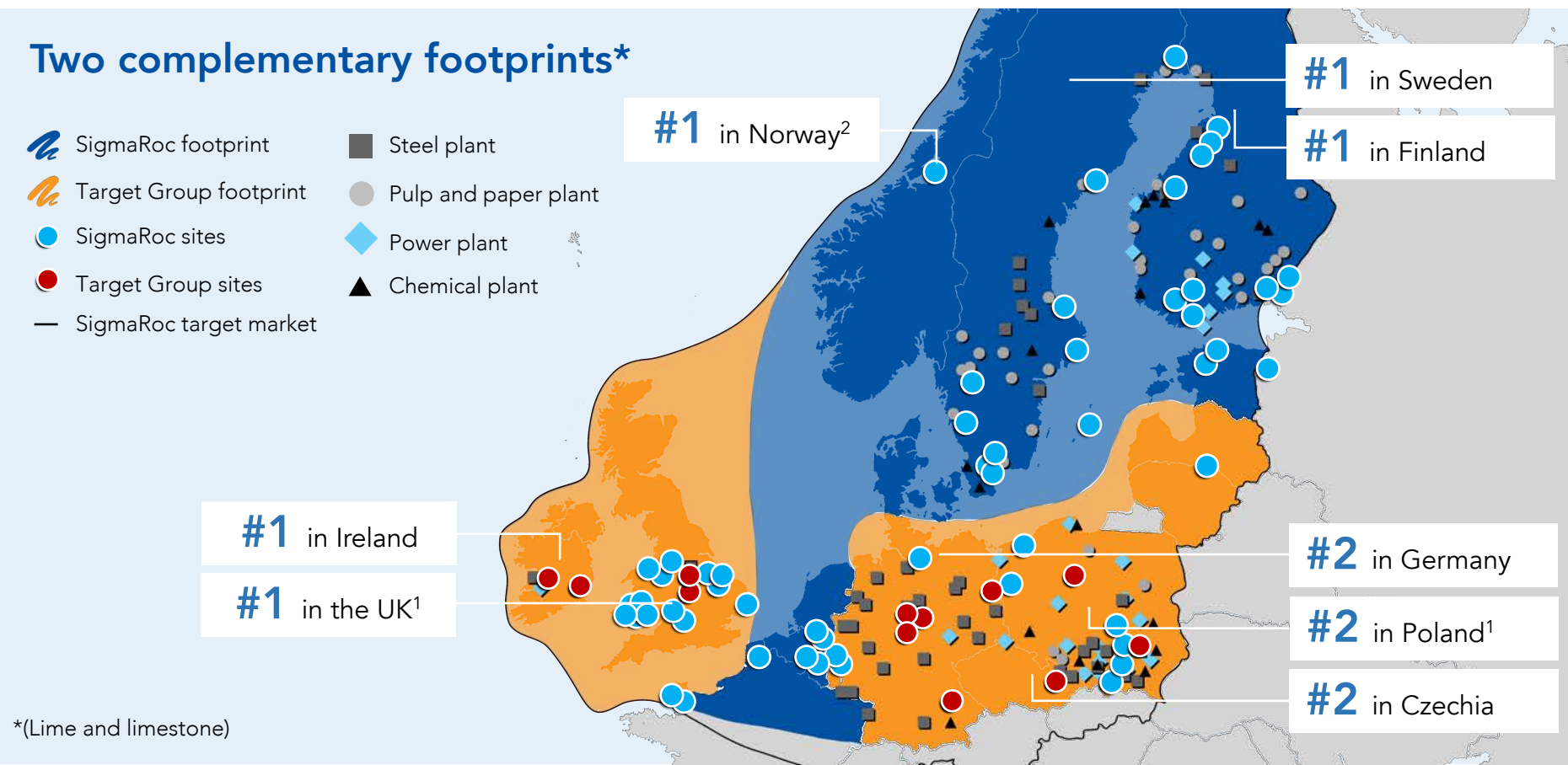
# Building a sector leading industrial minerals business

## The New Group 2022<sup>1</sup>

Revenue	<b>£1B</b>
EBITDA	<b>£211M</b>
Minerals	<b>c.2.7Bt</b>
Countries	<b>14</b>
Position in 5 countries	<b>#1</b>
Position in 3 countries	<b>#2</b>
Core sectors	<b>6</b>

## Two complementary footprints\*

-  SigmaRoc footprint
-  Target Group footprint
-  SigmaRoc sites
-  Target Group sites
-  SigmaRoc target market
-  Steel plant
-  Pulp and paper plant
-  Power plant
-  Chemical plant



By combining two complementary footprints

# Transactions scope

	Deal 1	Deal 2 call option	Deal 3 call option
Perimeter	Germany, Czech and Ireland	UK	Poland
Expected signing	November 2023	March 2024	April 2024
Shareholder approval	14 business days post signing	n/a	n/a
Anti-trust filing	n/a	n/a	At point of signing with approval expected c.60-90 days
Equity	£200M / c.€230M	-	-
Debt	c.£300M / €350M	c.£135M / €155M	-
Deferred	c.£65M / €75M	-	£90M / €100M

# Driving shareholder value: compounding growth and de-gearing

Medium term targets <sup>1</sup>		EQUITY STORY	SYNERGIES	DE-GEARING
Revenue growth	c.3-5%	<b>LEADER IN NORTH EUROPE</b> Leading European lime and limestone producer, essential to multiple large industries	<b>TOPLINE GROWTH</b> New adjacent market and geographic expansion opportunities	<b>STRONG BALANCE SHEET</b> Target leverage <1.0x with term loan pay down of €180m in first 4 years
EBITDA margin	>20%	<b>STRATEGIC PARTNER TO OEMs</b> Supporting sustainability efforts and leveraging future CCUS infrastructure	<b>COST SYNERGIES</b> Network optimisation, economies of scale, and operational improvements	<b>FREE CASH FLOW</b> Improve cash generation from operational efficiencies & cost savings
CCR	c.95%			
Synergies <sup>2</sup>	c.€30-60m	<b>ATTRACTIVE RETURNS</b> Double-digit earnings enhancement in first full year pre-synergies <sup>1</sup>	<b>MARKET GROWTH</b> Opportunity to enhance existing footprint targeting ROIC >15%	<b>COMPOUNDING GROWTH</b> Unique platform for internally funded compounding growth
FCF	>£100m			
ROIC	>15%			
Leverage	<1.0x			
CapEx / D&A	85-100%			
M&A	£50m p/a			
De-gearing	>0.5x p/a			
Dividends <sup>3</sup>	Yes			

1. Assuming exercise of call options 2. Potential synergies estimated at c.€30-60m by 2027 3. Pay dividends when leverage is below 1.5x



Paint/plaster ☒

Construction ☒

Food ☒

Glass ☒

Agriculture/food ☒

Animal fodder ☒

Coating ☒

Water ☒

Steel ☒

Sugar ☒

Animal fodder ☒

Ceramics ☒

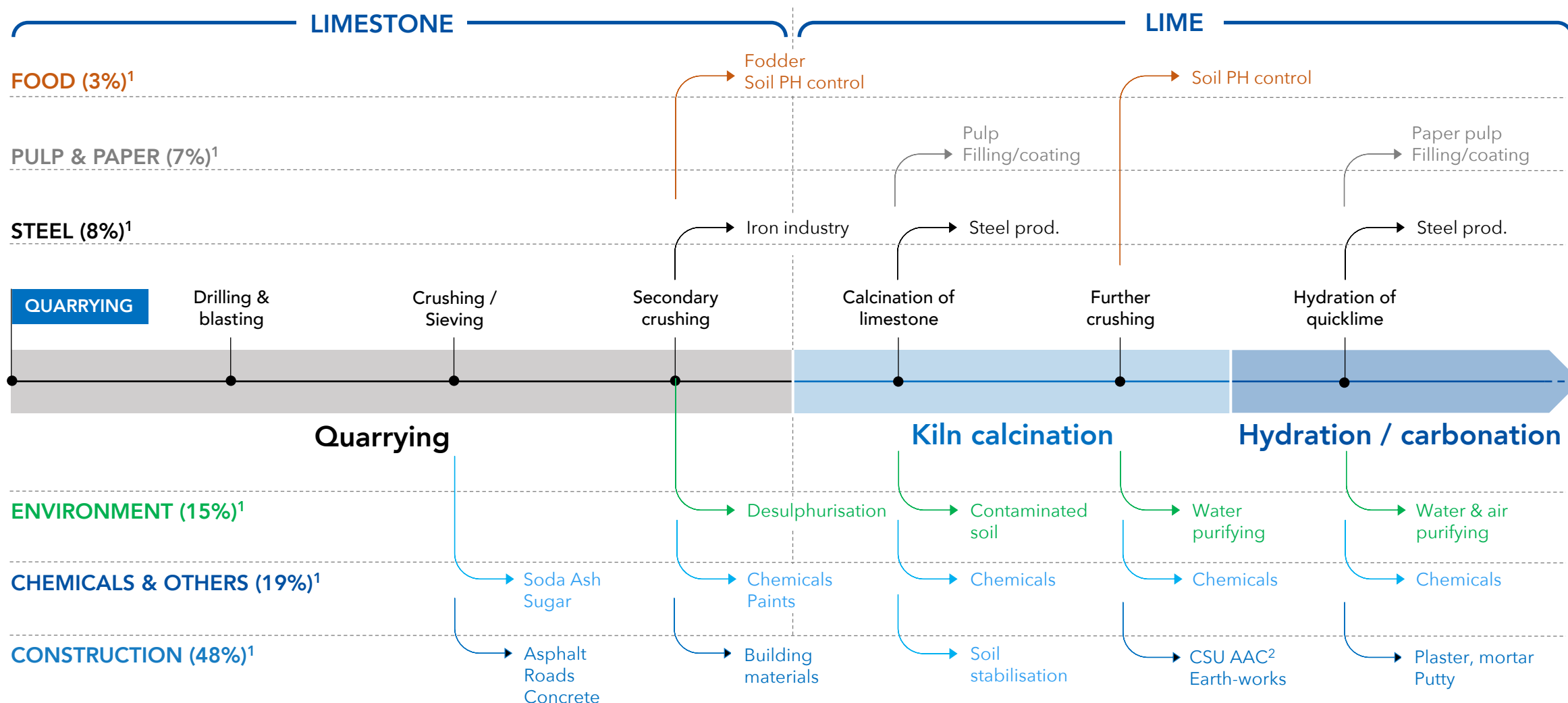
BUILDING NORTHERN EUROPE LEADER IN LIME AND LIMESTONE

# Why lime and limestone?

Lime is a fundamental material to many industries and processes. For instance, lime is required to produce: milk, water, fruits & vegetables, glass, paint, napkins, cutlery, stock feed, and much more.

Items requiring lime / limestone to be produced ☒

# From limestone to lime: One mineral essential for life








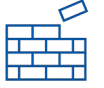







1. Revenue split by sectors for the enlarged Group 2. CSU = calcium silicate unit

# Sustainability will accelerate long-term growth through new applications

## Lime products are natural carbon sinks

Application	Carbo. rates	Timeframe
Drinking water	100%	Instantly
Pulp & paper	93%	Instantly
Mortar	80-92%	> 4X faster re-carbonation than other binders
Flue gas	59-64%	Instantly
Steel	39-56%	3-6 months

Electrification of economy	Decarbonisation of construction	Environmental protection
 Lithium batteries production	 Substitute cementitious material	 Ocean liming
 Lithium batteries recycling	 Port sludge stabilisation	 Lake liming
 Electricity grid upgrades	 Hemp-lime for building materials	 Air Pollution Control Residues cleaning
	 Asphalt mix with hydrated lime	 Shipping emissions (flue gas)
	 New house building materials	 Direct air capture

Limestone and lime are key resources in the global sustainability transition



BUILDING NORTHERN EUROPE LEADER IN LIME AND LIMESTONE

# Strategic rationale

## Compelling strategic rationale to build a leader in lime

1

### Unique opportunity

Combining two complementary footprints

2

### Sector leader

Creating a lime and limestone leader in Northern Europe

3

### Diversified end-markets

Essential to construction, steel, chemical, agriculture, and environment industries

4

### Strategic OEM partner

Future CCUS<sup>1</sup> infrastructure will bring multi-jurisdiction OEMs and lime producers together

5

### Potential EBITDA synergies of c.€30-60M

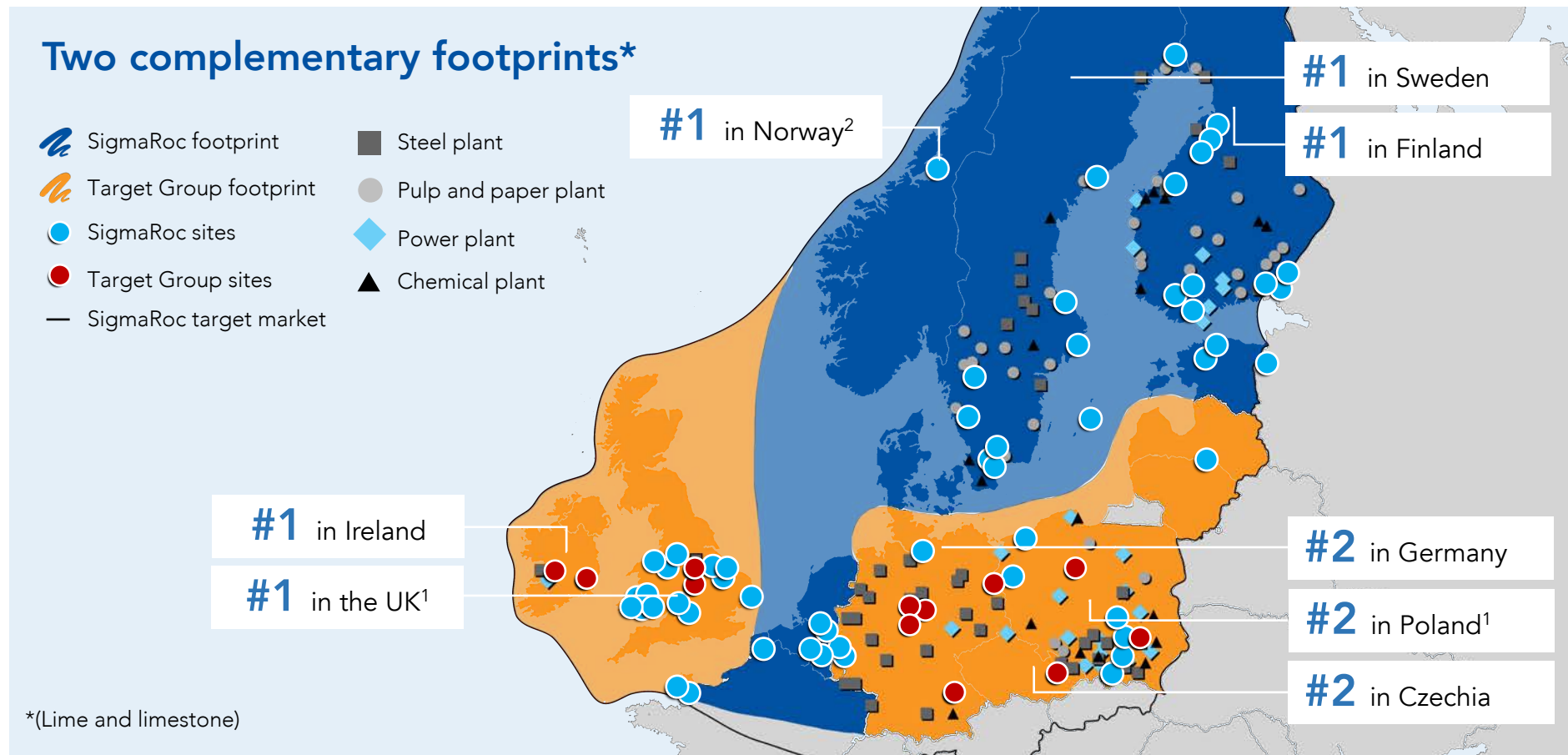
Driving shareholder value through network optimisation, economies of scale in procurement and support functions

**Enlarged Group becomes #1 or #2 lime producer in key Northern European countries**

# Building a sector leading industrial minerals business

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**By combining two complimentary footprints**





# Enlarged Group total mineral reserves and resources of 2.7 billion tonnes

## Reserves and resources at Target Group

Germany <sup>1</sup>	Reserves	274Mt
	Resources	749Mt
Czechia	Reserves	21Mt
	Resources	21Mt
Ireland	Reserves	4.2Mt
	Resources	-

## Enlarged Group reserves and resources

 New Group footprint  
 SigmaRoc market target

UK  
189Mt

Ireland  
4Mt

Belgium  
269Mt

Spain  
178Mt

Sweden  
285Mt

Finland  
317Mt

Baltics  
48Mt

Poland  
315Mt

Czechia  
42Mt

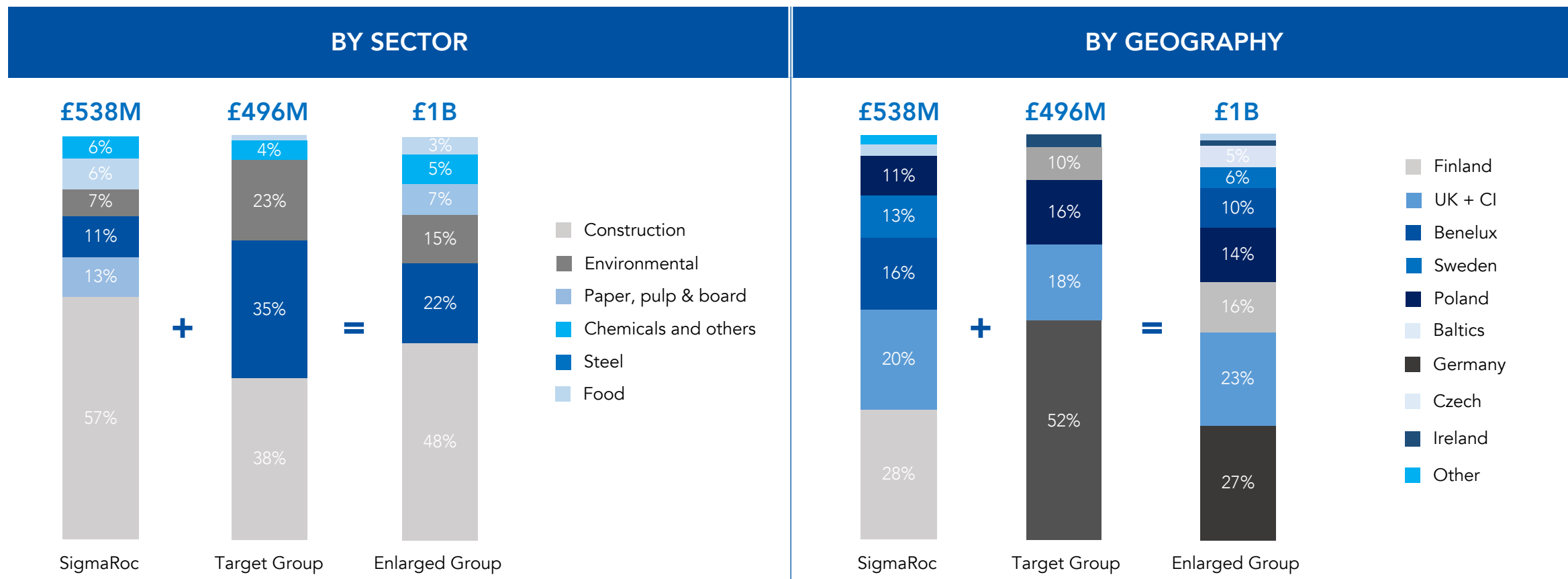
Germany  
1,023Mt

**Target Group adds 1.1Bt of minerals to the Group's current 1.6Bt**

1. 111.3Mt of inferred resources estimated by Respec as part of Target Group's resources in Germany  
 Note: Assuming exercise of call options

# Combining two diversified lime and limestone businesses

## FY22 REVENUE SPLIT<sup>1</sup>



Building resilience through diversified sectors and footprints

## Be part of a CCUS hub to **abate CO<sub>2</sub>**



### **CCUS to play a strategic role in global decarbonisation in key industries such as steel and chemicals**

They reduce emissions in 'hard-to-abate' industries, produce low-carbon electricity and hydrogen, and remove existing CO<sub>2</sub> from the atmosphere



### **CCUS hubs: dense group of stationary emitters, most cost effective approach, strong government policy**

Geology storage access, economies of scale, commercial risk shared between elements in value chain



### **49 existing and planned CCUS facilities in operating countries**

Including 3 projects which have been awarded EU innovation Fund in France (1) and Norway (2)



### **JV with ArcelorMittal in Dunkirk: Strong strategic move from a decarbonization perspective**

Given its large scale and proximity to the Dunkirk CO<sub>2</sub> cluster and infrastructure

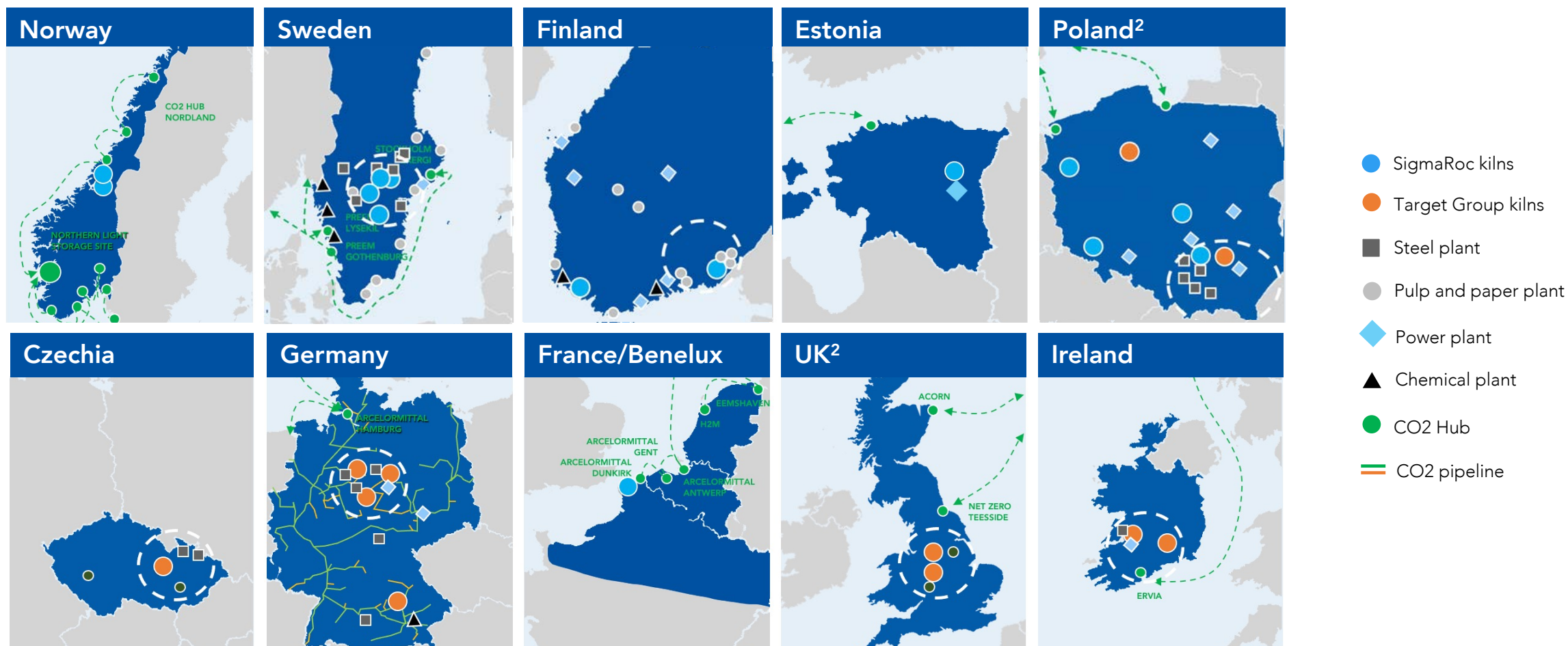


### **Aqualung in a current pilot study in Sweden**

With a view to rollout additional kilns once feasibility established

**Aligned with our ESG and net-zero ambitions**

# Future CCUS<sup>1</sup> infrastructure will bring lime producers and OEMs together



Multi-jurisdiction-based OEMs<sup>3</sup> will look to reliable partners to address their Scope 3 challenges

# Overview on potential synergies

	OPPORTUNITY	DESCRIPTION
TOPLINE GROWTH	 <b>Adjacent market growth</b>	<ul style="list-style-type: none"> <li>New applications expected to create new volume demand of ~0.5Mt p.a.</li> <li>Electricity grid upgrades expected to be a key driver for more volume demand between 2025-2036</li> </ul>
	 <b>New geographic expansion</b>	<ul style="list-style-type: none"> <li>Capturing ~20% of the market in Latvia and Lithuania through market entry into Baltics</li> </ul>
	 <b>Margin improvements</b>	<ul style="list-style-type: none"> <li>Effect on margins due to synergies</li> </ul>
COST SYNERGIES	 <b>Procurement</b>	<ul style="list-style-type: none"> <li>Leverage purchasing power of enlarged Group</li> </ul>
	 <b>SG&amp;A</b>	<ul style="list-style-type: none"> <li>Streamline cost structure</li> </ul>
	 <b>Operational improvements</b>	<ul style="list-style-type: none"> <li>Fuel usage and costs reduction</li> <li>Increase yield at Saal quarry</li> <li>Maintenance demand reduction</li> <li>Flowable lime loading in Germany</li> <li>Material flow optimisation</li> <li>Process flow rationalisation</li> <li>Review of shift patterns and equipment idle times</li> <li>Review pit designs and operating techniques for basic quarrying activities</li> </ul>
	 <b>Site network optimisation</b>	<ul style="list-style-type: none"> <li>Top-line and cost advantage from shifting SRC Poland volume to Target Group</li> <li>Site optimization in Tytyri and in Köping, Munchehof</li> <li>Insource imports to Target Group/Germany network</li> <li>Direct supply to Swedish customer</li> </ul>

**Additional €30-60M EBITDA p.a. expected by '27**



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# Finance

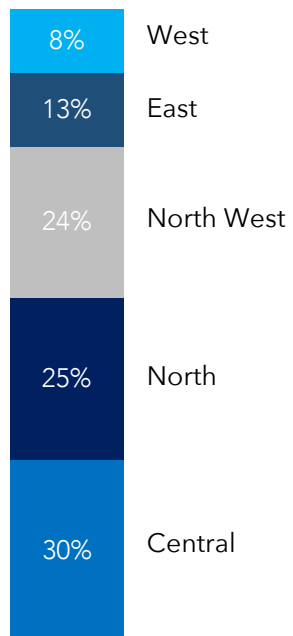


# Enlarged Group pro-forma FY22 revenue

## FY22 REVENUE SPLIT<sup>1</sup>

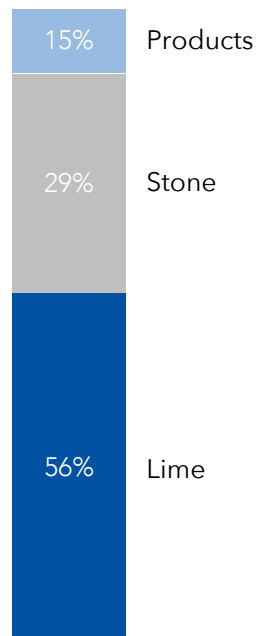
### BY REGION

£1B



### BY PRODUCT

£1B



5 regions  
16 platforms  
3 product groups

North West region  
£245M

Lime: 44%  
Stone: 33%  
Products: 23%

West region  
£90M

Lime: 6%  
Stone: 16%  
Products: 78%

North region  
£250M

Lime: 57%  
Stone: 43%

East region  
£140M

Lime: 41%  
Stone: 54%  
Products: 5%

Central region  
£310M

Lime: 85%  
Stone: 11%  
Products: 4%

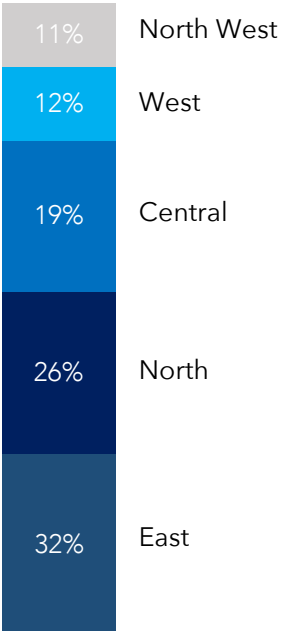
Delivering critical materials across diversified markets

# Enlarged Group pro-forma FY22 volumes

## FY22 VOLUMES SPLIT<sup>1</sup>

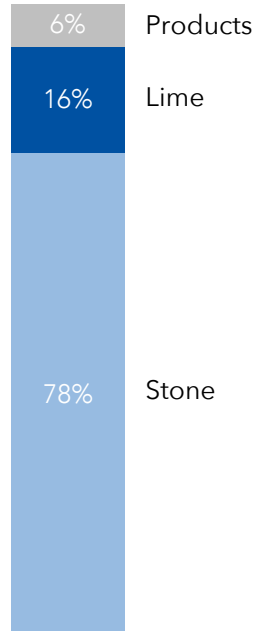
### BY REGION

26Mt



### BY PRODUCT

26Mt



5 regions  
16 platforms  
3 core products

North West region  
**2.9Mt**

Lime: **22%**  
Stone: **56%**  
Products: **22%**

West region  
**3.1Mt**

Lime: **5%**  
Stone: **79%**  
Products: **16%**

North region  
**6.6Mt**

Lime: **11%**  
Stone: **89%**

East region  
**8.2Mt**

Lime: **7%**  
Stone: **88%**  
Products: **4%**

Central region  
**4.9Mt**

Lime: **39%**  
Stone: **59%**  
Products: **2%**

Delivering critical materials across diversified markets

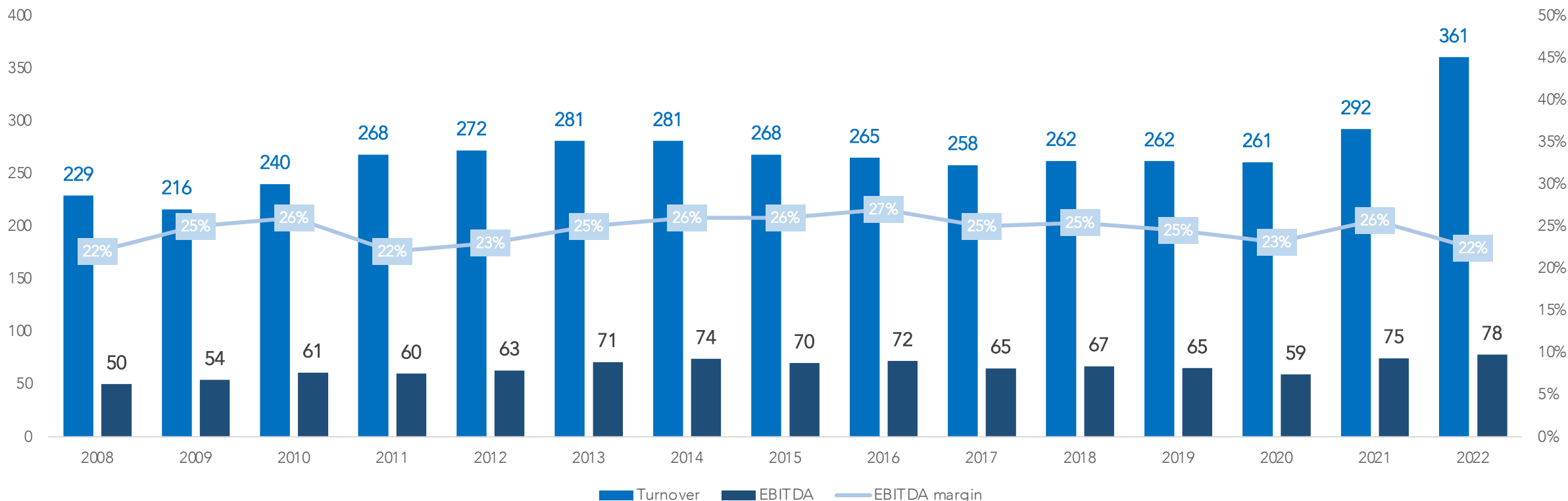
# Enlarged Group underlying pro-forma income statement

Underlying £M	31 December 2022			6 months to 30 June 2023			Comments
	SRC	Target Group <sup>1</sup>	Enlarged Group	SRC	Target Group <sup>2</sup>	Enlarged Group	
<b>Revenue</b>	<b>538</b>	<b>494</b>	<b>1,032</b>	<b>290</b>	<b>274</b>	<b>564</b>	
Cost of sales	(392)	(360)	(752)	(208)	(194)	(403)	Adjusted for standalone costs
<b>Gross profit</b>	<b>146</b>	<b>134</b>	<b>280</b>	<b>82</b>	<b>80</b>	<b>162</b>	
<i>Gross margin</i>	27%	27%	27%	28%	29%	29%	
Administration expenses	(44)	(25)	(69)	(27)	(18)	(45)	Adjusted for standalone costs
<b>EBITDA</b>	<b>102</b>	<b>109<sup>3</sup></b>	<b>211</b>	<b>55</b>	<b>62</b>	<b>117</b>	
<i>EBITDA margin</i>	19%	23%	20%	19%	22%	21%	
Depreciation & amortisation	(30)	(27)	(57)	(15)	(13)	(28)	
Net finance costs	(9)	(22)	(31)	(7)	(15)	(22)	Adjusted to remove related party transactions & include new cost of debt
Corporation tax	(9)	(17)	(26)	(5)	(5)	(10)	Adjusted for additional cost deductions
<b>Profit after tax</b>	<b>54</b>	<b>43</b>	<b>97</b>	<b>28</b>	<b>29</b>	<b>57</b>	

# Target Group: Consistent record of through cycle profitability

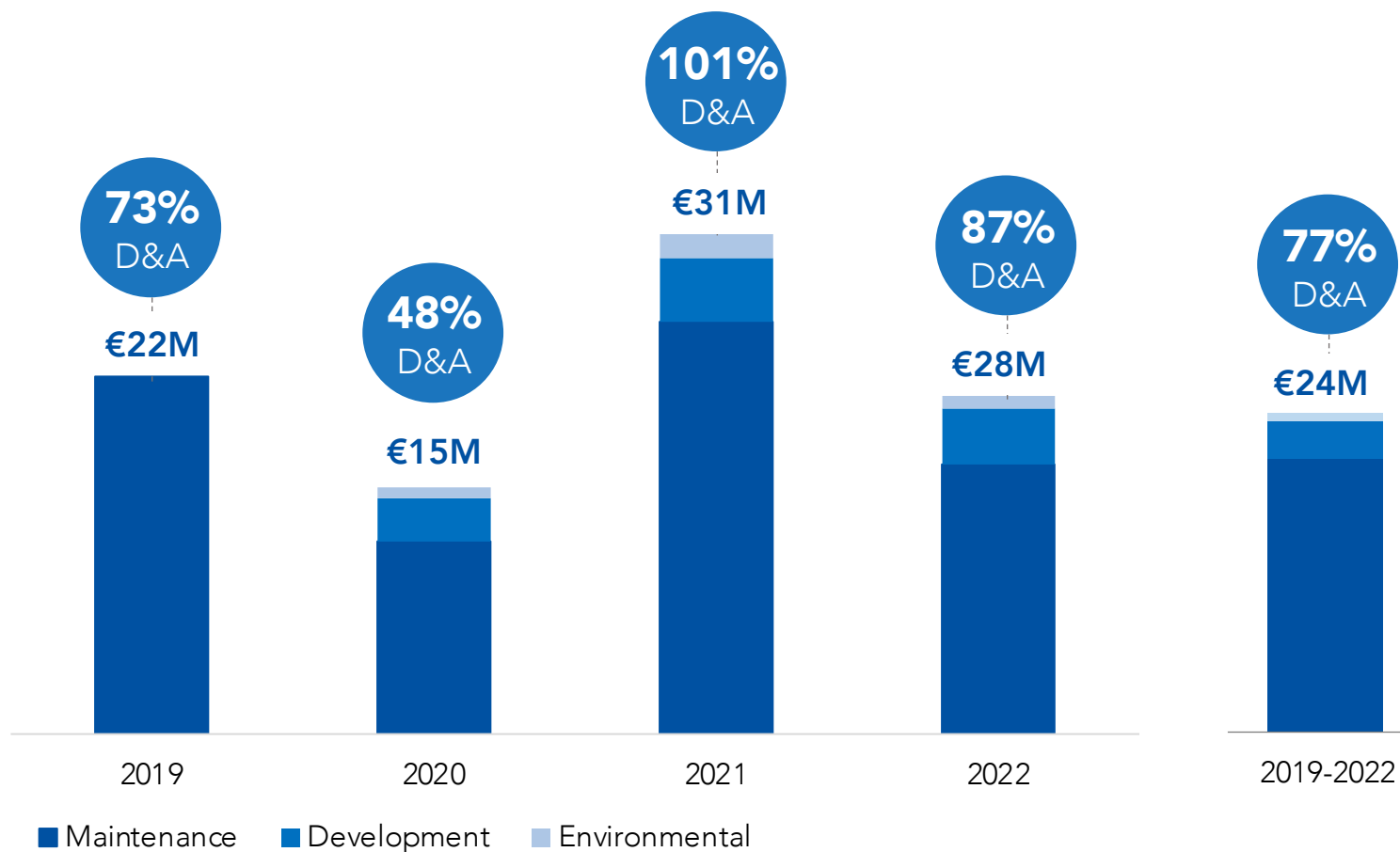
## Historic financial performance of Germany and Czech

€M



Margins have remained consistently >22% over the past 15 years

## Target Group: Well invested asset base



### Ongoing principal CapEx

- CapEx is primarily replacement and routine maintenance
- Largest outlay is lime kiln refractory replacement, typically scheduled around shutdowns in Q4
- Refractory replacement happens every 7-10 years and makes CapEx spend uneven
- Development includes HME
- Environmental includes energy optimisation and compliance initiatives

### CapEx targets

- 85% of D&A to maintain steady-state
- Anything above this is expected to be growth CapEx

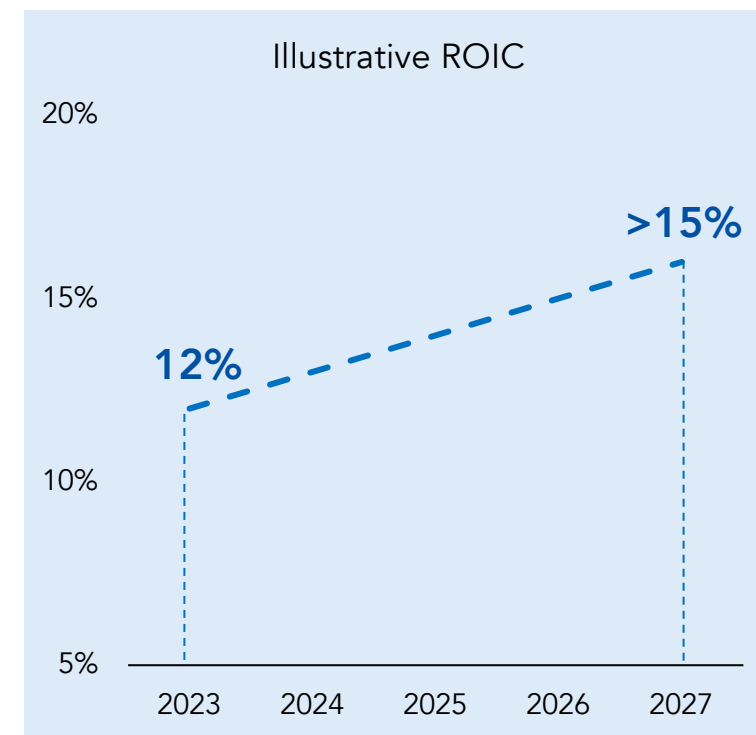
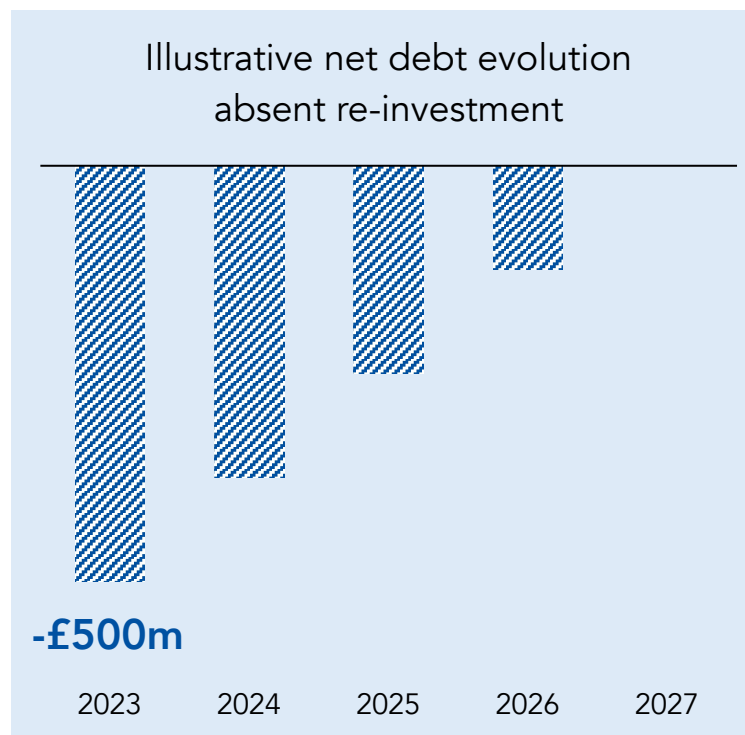
CapEx has ensured well-maintained quality of assets

## Focus on value creation with path to >15% ROIC

EBITDA MARGIN **>20%**

CCR **c.95%**

FCF **>£100m**



**Pre-synergies returns aligned with medium term targets**



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# Next steps and outlook

## Plan for the next 3 years

- CLOSE DEALS 2 & 3
  - INTEGRATE GROUP USING NIMBLE STRUCTURE AND DELIVER SYNERGIES
  - IT SYSTEMS INTEGRATION AND DATA CUBE ROLLOUT
  - GROUP OPERATIONAL AND STRUCTURAL REVIEW TO INCREASE EARNINGS
  - UPGRADE OVERALL SYSTEMS ARCHITECTURE
  - REDUCE DEBT LEVELS TO BELOW 1x
  - PAY DIVIDENDS WHEN LEVERAGE BELOW 1.5x
- USE INTERNAL RESOURCES TO DEVELOP THE GROUP →

Innovation	E	S	G
JV with ArcelorMittal France	✓		
Partnership with Aqualung UK	✓		
Materials Evolution Group	✓		
Greenbloc UK and Belgium	✓		
High Vizz Group		✓	✓

## Enlarged Group outlook

- ➔ New acquisition will considerably strengthen the Group's competitive position in several markets;
- ➔ The Group maintains a positive performance outlook driven by added market exposure diversification, geographic penetration and decentralised operating model;
- ➔ The Board acknowledges the potential for ongoing challenges in trading conditions;
- ➔ However, there are "widespread expectations of a boom in demand for metals and other materials to supply technologies and infrastructure required to reduce the World's dependence on fossil fuels."<sup>1</sup>

**Performance to date driven by strong sector diversity, geographic spread and management actions**

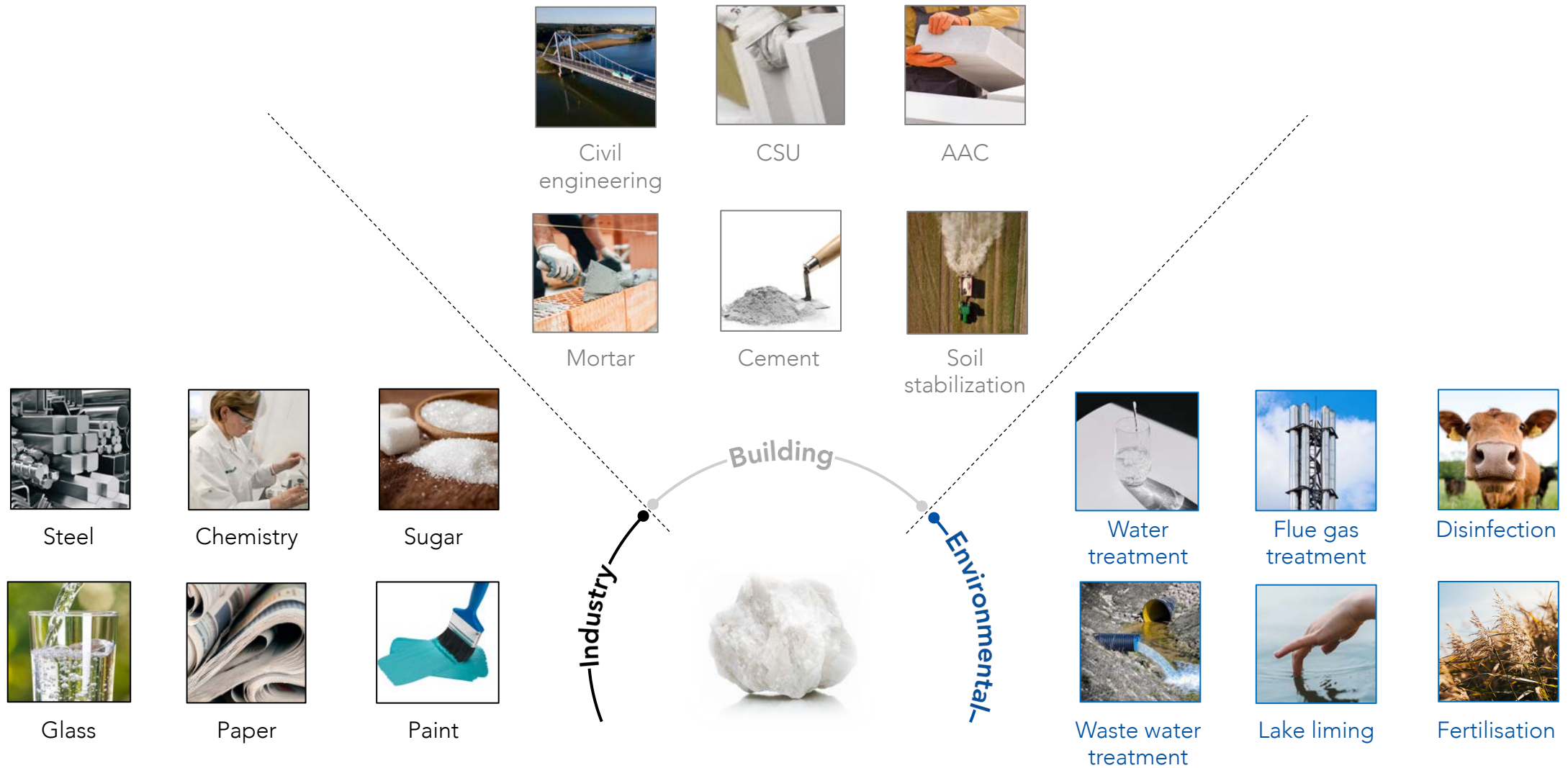
1. Statements from commodities correspondent Harry Dempsey for the Financial Times following statements on mining sector from BlackRock's global head of thematic and sector-based investing Evy Hambro, October 2023

# Driving shareholder value: compounding growth and de-gearing

Medium term targets <sup>1</sup>		EQUITY STORY	SYNERGIES	DE-GEARING
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M&A	£50m p/a			
De-gearing	>0.5x p/a			
Dividends <sup>3</sup>	Yes			

1. Assuming exercise of call options 2. Potential synergies estimated at c.€30-60m by 2027 3. Pay dividends when leverage is below 1.5x



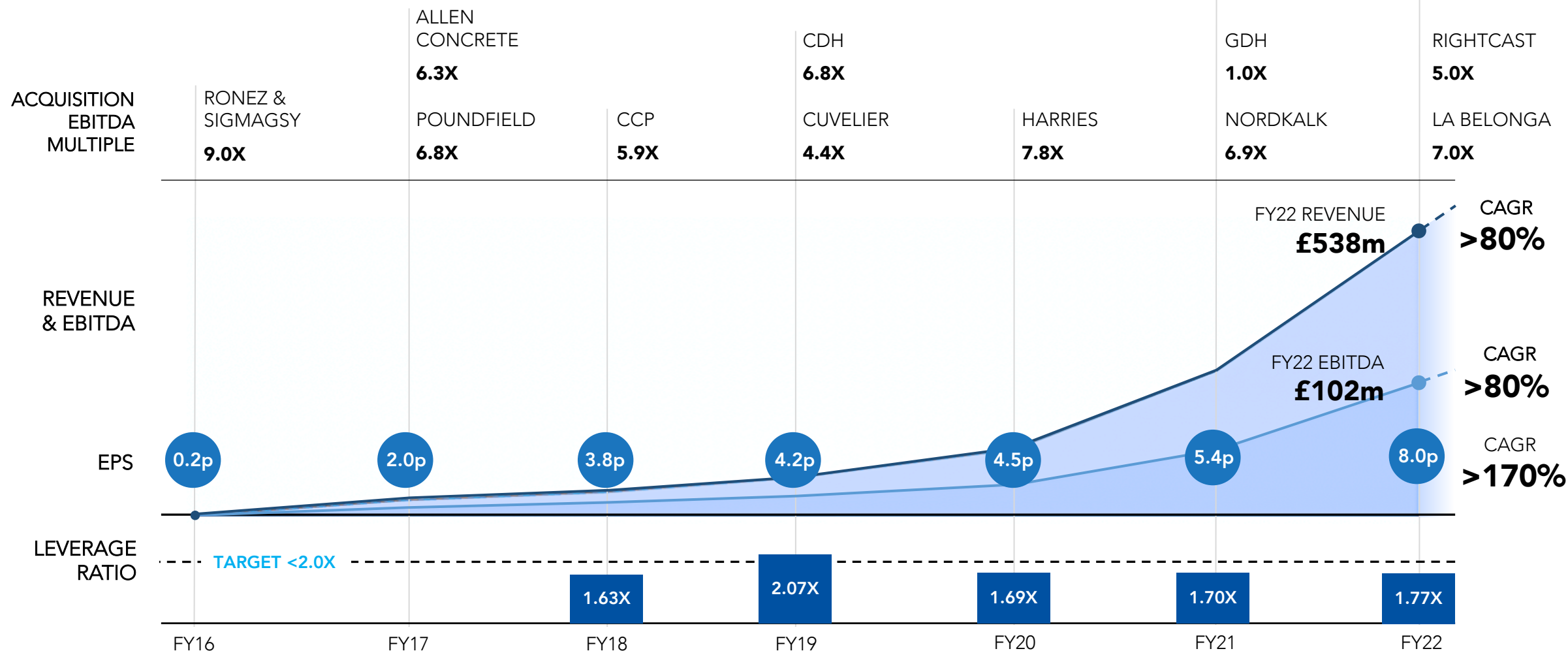


BUILDING NORTHERN EUROPE LEADER IN LIME AND LIMESTONE

# Appendix



# Sustainable long-term growth track record



## The case for lime: materials demand expected to surpass all estimates

1

The metals and materials industries are dependent upon lime and limestone;

2

Metals are needed for the “monumental”<sup>1</sup> shift from an economy based on fossil fuels to a green system reliant on materials;

3

Therefore, there are widespread expectations of a boom in demand for metals such as iron ore and other materials;<sup>2</sup>

4

To supply technologies and infrastructure required to reduce the World’s dependence on fossil fuels.<sup>2</sup>

1. Statements from BlackRock’s global head of thematic and sector-based investing Evy Hambro for the Financial Times, October 2023 2. Statements from commodities correspondent Harry Dempsey for the Financial Times following statements on mining sector from Evy Hambro, October 2023

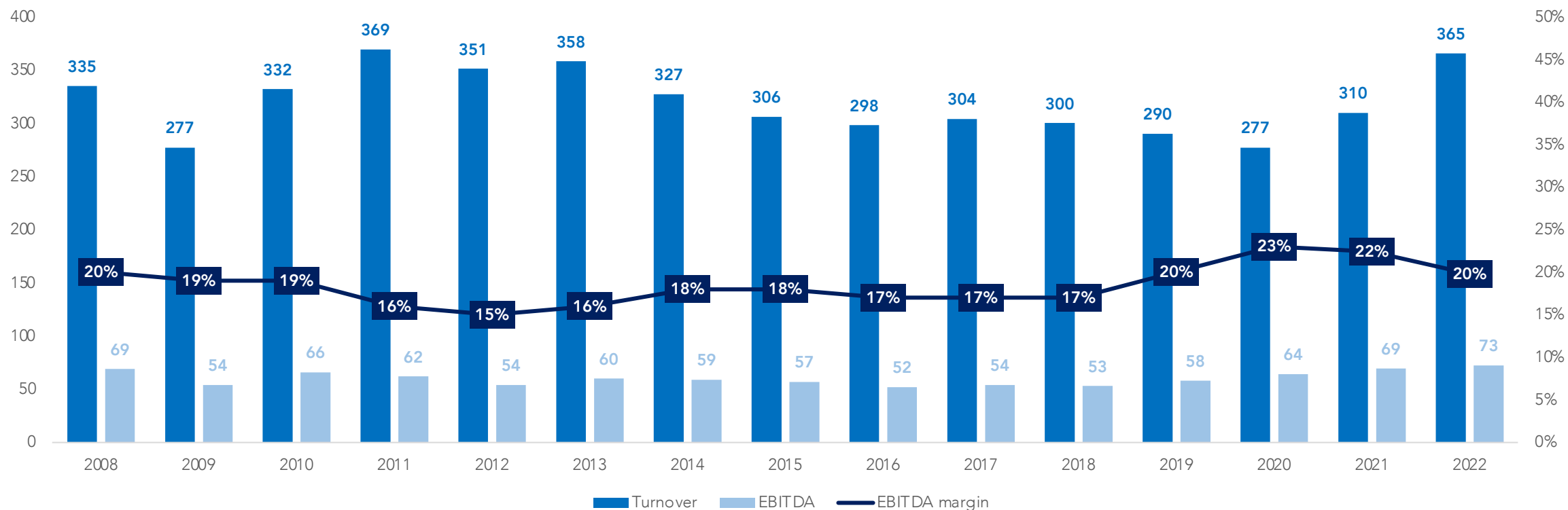
# Transformational transactions to create a market leader

<b>Highly attractive businesses across three regions</b>	<p>Lime and limestone businesses ('Target Group') comprising of:</p> <ul style="list-style-type: none"><li>• Standalone businesses in Germany, Czech Republic and Ireland</li><li>• Carve out of lime operations from the UK and Poland businesses</li></ul>
<b>Excellent performance track</b>	<ul style="list-style-type: none"><li>• FY22 revenue: €582M</li><li>• FY22 EBITDA: €133M</li><li>• Mineral reserves and resources: circa. 1.1Bt</li><li>• #1 or #2 position in lime production in respective countries</li></ul>
<b>Compelling valuation for high quality European businesses</b>	<ul style="list-style-type: none"><li>• Upfront consideration: €825M</li><li>• Contingent deferred: €175M (payment in year 6 and contingent on supply deal)</li><li>• 1H23 LTM EBITDA: €140M</li></ul>
<b>Value creation</b>	<ul style="list-style-type: none"><li>• Earning enhancing transaction with further potential synergies</li><li>• €30-60M synergies expected by 2027</li><li>• De-gearing, self-funded M&amp;A and compounding growth</li></ul>

# Nordkalk: Consistent record of through cycle profitability

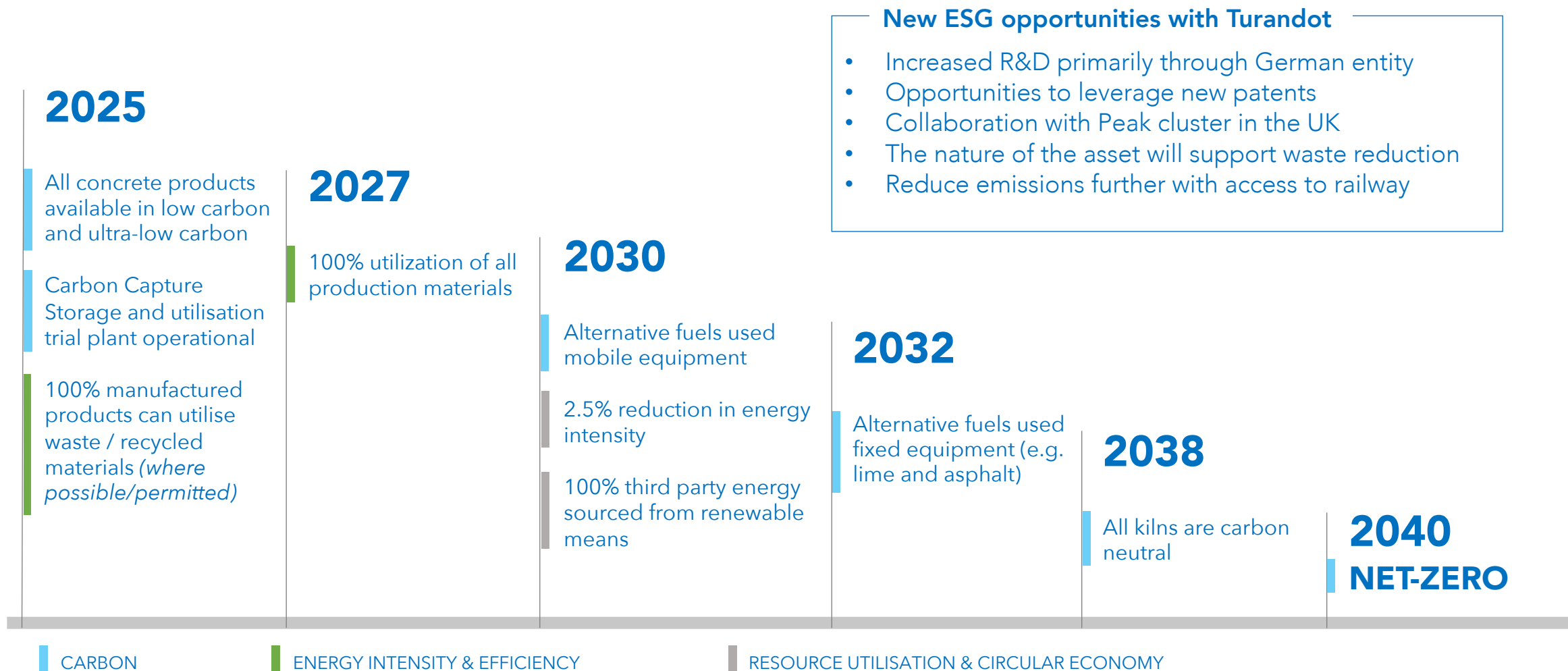
## Historic financial performance

€M



Just like Turandot, margins have remained consistent in the 15 years prior to acquisition

# Aligned with our ESG and net-zero ambition





BUILDING NORTHERN EUROPE LEADER IN LIME AND LIMESTONE

# Thank you!

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