# **Corporate Presentation**

November 2025





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# 1 Titan Group at a glance





# Titan Group at a glance

More than 120 years with a strong track record of growth and international diversification

#### 1902

Titan Cement founded, Elefsina plant

#### 1912

Listing on the Athens Stock Exchange

#### 1920

Started exports from Elefsina port

#### 1960-1980

- 1962: 2<sup>nd</sup> cement plant, Thessaloniki (GR)
- 1968: 3<sup>rd</sup> cement plant, Patras (GR)
- 1976: 4<sup>th</sup> cement plant, Athens (GR)

#### 1990-2025

- International expansion to the US, SE Europe, East Med.
   & Brazil (JV)
- Listing of Titan shares on Euronext and ATHEX in July 2019
- Listing of Titan America on the NYSE in February 2025



- Founded in 1902, Titan is an international, vertically integrated cement and building materials producer
- Cement production capacity of >23m MT with operations in more than 15 countries
- Credit Ratings: "BB+ with positive outlook" by S&P & Fitch (Fall 2025 upgrades)
- ESG ratings: "AA" by MSCI, "A-" by CDP & "Prime" status by ISS ESG.
   One of Europe's Climate Leaders (Financial Times) and one of the World's Most Sustainable Companies (TIME Magazine)





# **Key investment highlights**





# **Key investment highlights**



A **strong position** in **Europe** and the **USA** (East Coast), where more than 90% of our revenue and profitability is generated. **Leading market positions in the US, Greece and Southeast Europe** 



Strengthened **vertically integrated** business model, well-positioned for future growth, fortifying market positions for maximum value



Well-invested, modern and efficient asset base, with investments focusing on further growth



**Robust financial performance** reflected in the above peers' average growth of Sales & EBITDA, low leverage, healthy cash flow generation, and improved credit ratings



An **established Group** with a strong shareholder base, an international and experienced management team, strong governance with majority of independent Board members and a long-term strategic vision



Early adopters & leaders of **digital innovation** in the building materials sector, harnessing the power of digital breakthroughs, delivering tangible benefits



**Net-zero Goal for 2050,** one of the first 3 cement companies to have their CO<sub>2</sub> reduction targets approved by SBTi (1.5°C pathway)





# Geographically diversified cement and building materials producer

#### As of 31 December 2024 Southeastern Europe

TOTAL ASSETS: €524m

5 cement plants

7 ready-mix plants

#### **USA**

#### TOTAL ASSETS: €1,493m

- **2** cement plants
- import terminals
- commercial quarries
- 88 ready-mix plants
- 8 concrete block plants
- 8 fly ash processing plants



#### Greece & Western Europe

#### TOTAL ASSETS: €891m

- **3** cement plants
- 1 grinding plant
- 4 import terminals
- 13 commercial quarries

Greece

France

- 34 ready-mix plants
- 1 dry mortar plant

# Bulgaria



Serbia







#### North Kosovo Macedonia

#### Eastern Mediterranean

#### TOTAL ASSETS: €374m

- 3 cement plants
- 1 grinding plant
- 1 import terminal
- 1 commercial quarries
- 8 ready-mix plants



Egypt



#### Group

#### TOTAL ASSETS: €3,283m

- 14 cement plants > 25m MT
- **3** grinding plants
- **8** import terminals
- 21 commercial quarries\*\*\*
- 142 ready-mix plants
- 8 concrete block plants
- 8 fly-ash processing plants
- 1 dry mortar plant

Note: Including JV

#### JV

- 1 cement plant
- 1 grinding plant
- 5 ready-mix plants



Brazil

#### **Financial Results 2024**







UK

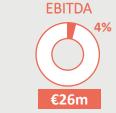


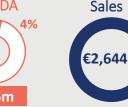
Italy

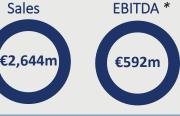








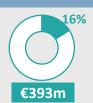




#### 3-Year Average 2022-2024





















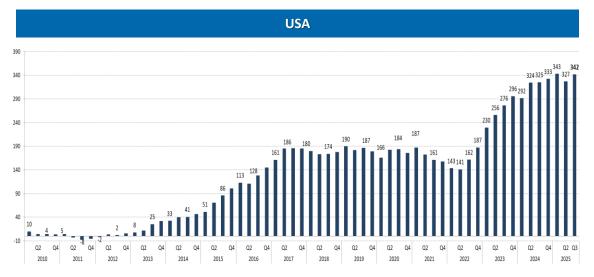


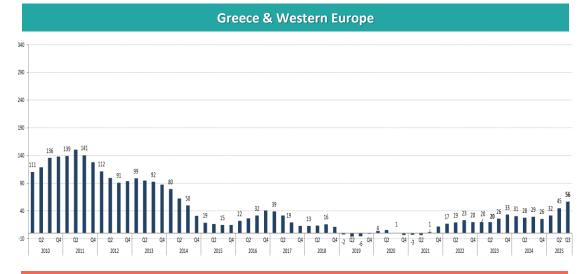
- Adjusted 2024 EBITDA for non-recurring one-off costs of €12m, related to the preparation of the US IPO and an early retirement program in Greece
- \*\* Divestment of the 75% in Adocim, Türkiye (1H2025)
- \*\*\* Total number of quarries: 74, including 53 quarries for internal supply

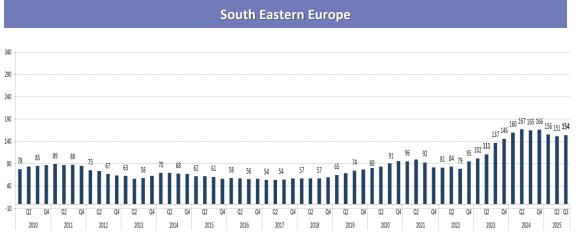


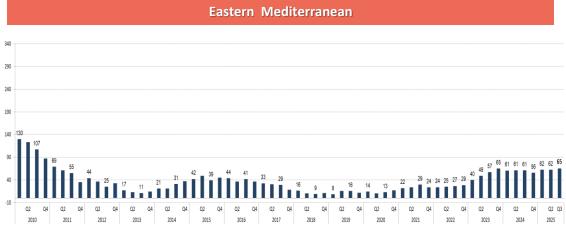
# Geographic diversification reduces reliance on any one market

EBITDA 12Month-Rolling Quarterly Analysis by Region (2010 – 2025Q3)





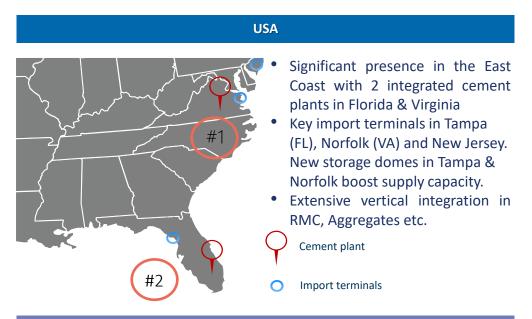




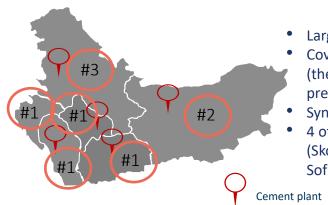




# Leading market positions in key geographies



#### South Eastern Europe



- Largest regional producer
- Coverage of the whole region (the only company with presence in all 5 countries)
- Synergies amongst countries
- 4 of our 5 plants near capitals (Skopje, Pristina, Tirana and Sofia)

Note: Market position: Company estimates 3-year average

#### Greece & Western Europe



- Plants are near the 3 major cities and ports, facilitating exports
- Largest operator in aggregates and RMC
- Import terminals (4) at Marseille (FR), Venice & Ortona (IT) and Hull (UK)

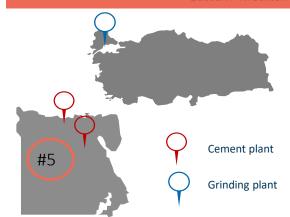


Cement plant



Grinding plant

#### Eastern Mediterranean



- Beni-Suef plant close to Cairo
- APCC plant in Alexandria
- Cement grinding plant in Türkiye (Marmara)





# Vertically integrated business model, strengthening market positions for maximum value

Selectively increased vertical integration

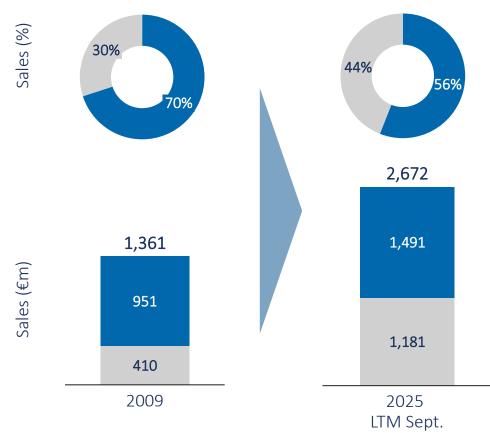
#### **Key benefits of vertical integration for Titan Group**

Vertical Integration provides strong competitive advantages in:

- Securing access to market
- Helping reduce earnings volatility
- Increasing proximity to end customers



#### Diversifying our offering in the cement value chain



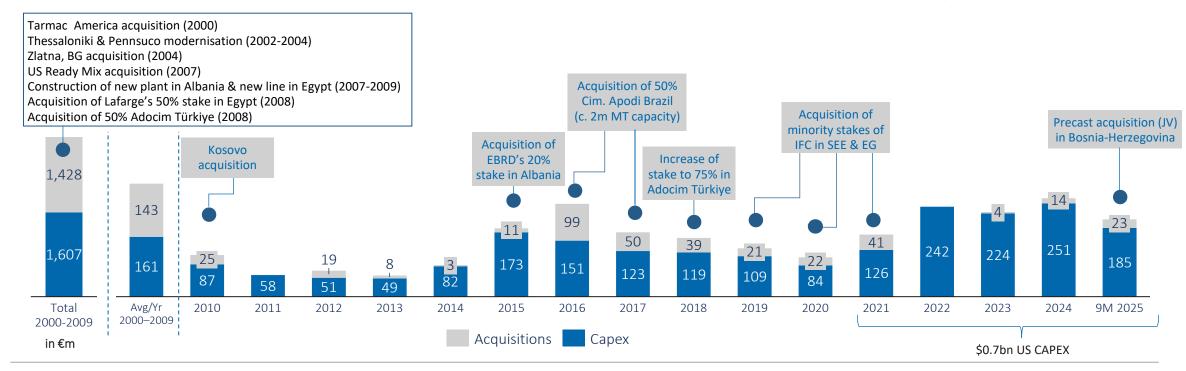


\* LTM 2025: Last 12 months



# Well-invested, low-cost and modern asset base

More than €5.5bn invested since 2000; €3.7bn in CAPEX & €1.8bn in acquisitions



#### **TITAN Group:**

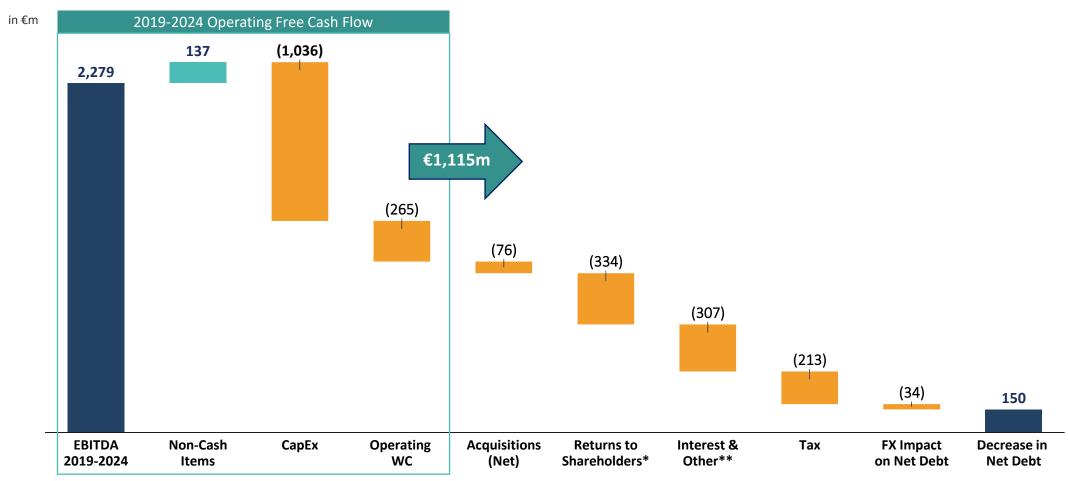
- continuously upgrades its plants, adopts modern technology and decreases production costs.
- reached a 15-year high in 2024 with €251m in CapEx, advancing Strategy 2026 through logistics upgrades, strategic bolt-ons in the US and Greece, a new JV in India and in the UK (ACMs), and a new JV in precast concrete solutions in SE Europe. Key progress in decarbonization included the calciner launch at the Kamari plant (Athens). Supply chain optimization continued with new ready-mix units and fleet upgrades.
- implementing a CAPEX program of \$0.7bn since 2021 in the US, growing effective capacity, including expanding terminals in Tampa (FL) and Norfolk (VA), improving logistics and upgrading the ready-mix fleet, aiming to capture the anticipated market upside.





# In 2019-2024 Strong Cash Flow generation despite market volatility

#### Sources and Uses of Cash since 2019



<sup>\*</sup> Returns to shareholders include payments to shareholders for share buybacks, capital returns, dividends and 2019's one-off Titan listing expenses.

<sup>\*\*</sup> Other includes the €59m impact of the adoption of IFRS 16 in 2019





# Established Group with a strong shareholder base, international & experienced management, strong governance & a long-term vision

#### **Shareholder structure\***

- Titan Founders, E.D.Y.V.E.M & P&A Canellopoulos Foundation acting in concert 48.9%
- Treasury shares 5.0% \*\*
- Other **46.1%**



<sup>\*</sup> based on transparency notifications made by the shareholders.

#### **Strong Corporate Governance: Board of Directors & Committees**

- High standards of corporate governance embedded in Titan values
- Titan follows the 2020 Belgian Code on Corporate Governance
- Majority of independent board members (7/12)
- 30% of the Board of Directors are women (4/12)
- Titan America's Board has a majority of Independent Directors and is fully compliant with the SEC regulatory and reporting requirements.



<sup>\*\*</sup> as of 05/11/2025. In June 2021, Titan canceled 5% of the Company's shares.



# **Our Strategic Focus 2025-2029**

### Strategic Priorities for Capturing Growth and Sustaining Returns



#### 01. Deliver

Superior Growth in Core Business (Cement and Aggregates)

- Expand capacity and export mix (US)
- Optimize footprint
- Operational efficiency investments (Industrial, Decarbonization, Energy, Digital)
- Accelerate Bolt-ons (Aggregates)



#### 02. Expand

Alternative Cementitious

Materials Platform

- Accelerate sourcing/trading capabilities
- Investments and partnerships
- Leverage in-house technologies and partnerships



#### 03. Invest

And Scale Up New Technologies and Platforms

- Innovation on low clinker products
- Precast platform
- Zero carbon clinker (CCS) and Activated Cementitious



### 04. Strengthen

Operating Model & Capabilities

- Market based performance model
- Commercial and marketing excellence
- Strong safety culture and empowered learning organization





# **Ambitious GHG emissions targets**

24% CO<sub>2</sub> Reduction Delivered – Accelerating Toward a Net Zero Future



2025 LTM

2029-2030

#### Note:

1990

1.Scope 1: direct CO<sub>2</sub> emissions; Scope 2: indirect CO<sub>2</sub> emissions from electricity; Scope 3: indirect CO<sub>2</sub> emissions of the supply chain (purchased cement and clinker is considered until 2030) 2.Absolute Scope 3 GHG emissions from the use of sold fossil fuels

2020



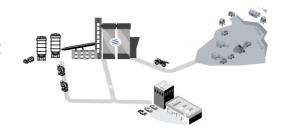
2050



# **Digital transformation**Unique digital capabilities and assets: already delivering tangible benefits



**Manufacturing Operations** 



#### **Productivity & Reliability Factor Improvements**

- Al-based Real-Time Optimizers (RTOs)
- Already deployed in most plants of TITAN's footprint with 6 TITAN plants having end-to-end RTOs (US, SEE, GR).
- Up to 10% productivity improvement and 5%-10% reduction in energy consumption.
- Failure prediction systems with the use of Machine Learning
- Deployed in all plants with significant savings from failure cost avoidance and downtime reduction.
- Quality prediction & downstream prototypes
- o Implemented AI real-time cement quality prediction solution.
- Providing digital solutions to external customers' plants (CemAI)

#### Logistics optimization & enhanced customer experience

- "Customer 4.0"
- Al-enabled Dynamic Logistics solution for RMC deployed in all USA operations with significant production uplift.
- Proactive customer experience tools, sales & logistics dynamic control towers.
- Customer App (web portals and mobile apps)
- o Live in all BUs in SEE, France & Greece; launched in Egypt & Türkiye
- Distribution Network Optimization
- o In-house optimizer tool in use in Florida's aggregates distribution network.



**Customer Experience Supply Chain** 





# Overview of markets by region



### **USA – Business Overview**

Titan America is well positioned and investing further to capture growth along the East Coast



- **2** Cement plants
- Commercial Quarries/Clay
- **88** Ready-mix plants
- Concrete block plants
- Fly ash processing plants
- Multi-Material Marine Import hubs

Ready-mix concrete Aggregates

#### Principal products / activities











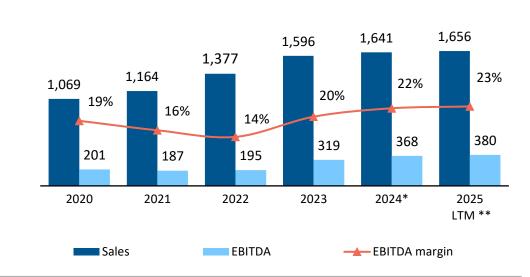


integrated activities Import terminals

Cement plant

Market presence through vertically

#### Sales & EBITDA (\$m)



#### Cement capacity: 3.5m MT

#### **Trends & Drivers**

- Large infrastructure and commercial drive demand, while fundamental drivers of housing demand remain in place. Significant upside from the \$550bn approved by the U.S. Congress (Bipartisan Law) for new spending; part of the \$1.2tr Infrastructure Inv. & Jobs Act.
- Solid economic growth, internal migration and strong employment levels across our markets in Mid-Atlantic and mainly in Florida bolster cement demand.
- 9M25: Resilient performance in soft market conditions was supported by operational excellence, logistics, disciplined cost management and firm pricing.
- Titan America (Sept. '25) received certification for more than 40 new lintel products entering the precast and prestressed lintel market in Florida.
- Investments of \$0.7bn (since '21) target the expansion of supply capacity, operating efficiencies, and optimization of logistics to capture market growth. Strategic investments in aggregates, ready-mix plants, and fleet expansion/modernization continued in 2025, driving growth and cost efficiencies.
- Titan America's listing of a 13.3% stake on the NYSE was finalized in February 2025, raising a total gross amount of \$393m.



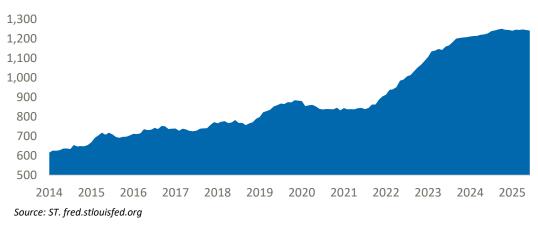
<sup>\*</sup> Adjusted 2024 EBITDA for non-recurring one-off costs of \$9m related to the preparation of the US IPO

<sup>\*\*</sup> LTM 2025: Last 12 months as of September 2025

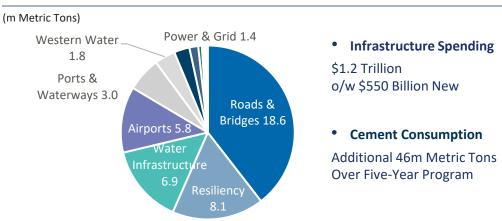
### **USA**

# Infrastructure & Non-Residential support demand; housing driven by positive demographics

#### U.S. Non-Residential Total Construction Spending (\$bn)



# **US Infrastructure Bill - Bipartisan Law Additional Cement Consumption by Construction Sector**



#### **Highway & Street and Power Construction Spending (\$bn)**



Housing starts stabilized at average historic levels; softening of interest rates & pent-up demand expected to drive growth



Source: ST. fred.stlouisfed.org

### **USA**

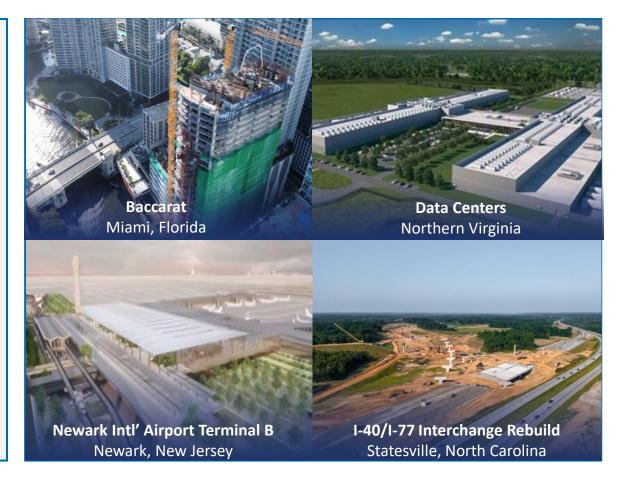
### Strategic Growth and Market Highlights

In 2025, Titan completed a major strategic move with Titan America's listing on the NYSE, raising gross proceeds of \$393m.



- On 6 February 2025, Titan
  America, a subsidiary of
  Titan, and parent company of
  the Group's US operations,
  completed its IPO on the New
  York Stock Exchange (NYSE).
  The IPO consisted of a
  primary offering by Titan
  America and a secondary sale
  by Titan, at \$16/share.
- Following the completion of the transaction, and as of 11 March 2025,
   TITAN Group owns 86.7% of the common shares of Titan America.
- Titan America trades under the ticker symbol "TTAM" on the NYSE.

Large Scale Infrastructure & Non- Residential Projects of Titan America





# **Greece and Western Europe - Business Overview**

Titan's home market: strong capacity covers the rising local market & serves export markets

#### **Operating units**

- Cement plants
- Grinding plant
- **13** Commercial Quarries
- **34** Ready-mix plants
- Dry mortar plant
- Import terminals
- Processed engineering fuel facilities

#### **Principal products / activities**









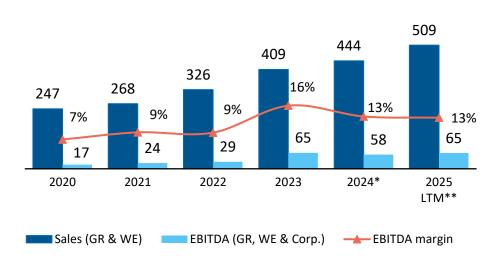


Ready-mix concrete Aggregates Dry mortars

**Cement capacity:** 6.5m MT

# Cement plant Grinding plant

#### Sales & EBITDA (€m)



#### **Trends & Drivers**

- Strong demand driven by key projects, tourism, warehousing and logistics supported volume growth across all products in 9M 2025, with robust pricing reflecting the positive market momentum.
- During 2025, Titan acquired 2 aggregates quarries in Greece (Thessaly and Crete) and inaugurated a concrete plant in Peloponnese (acquired in 2024).
- EU-funded projects expected to support demand growth for the next years; "Next Generation" EU funds (€36bn grants & soft loans) to benefit Greece.
- Increased efficiencies across our operations thanks to ongoing decarbonization and digitalization projects.
- Front-End Engineering Design contract signed for the large-scale CCS project, IFESTOS.



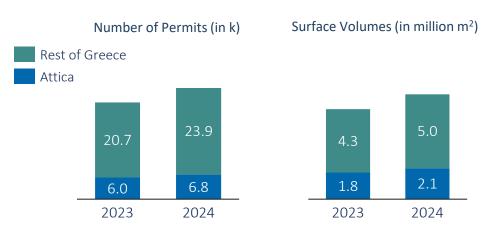
<sup>\*</sup> Adjusted 2024 EBITDA for non-recurring one-off costs of €4m related to an early retirement program in Greece

<sup>\*\*</sup> LTM 2025: Last 12 months as of September 2025

# **Greece and Western Europe**

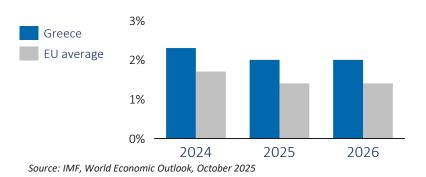
### Increasing confidence in recovery supported by macro data and strong fiscal response

#### **Building activity in Greece**

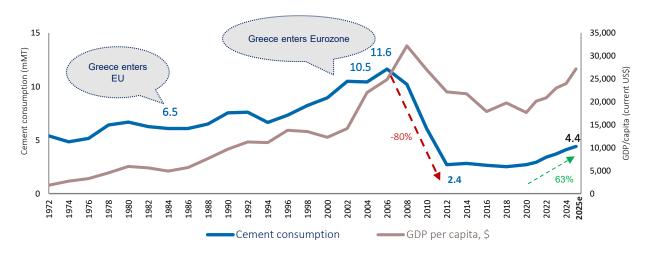


Source: ELSTAT, Building Activity

#### **Estimated Greek GDP growth higher vs the EU average**



#### **Greece: Cement consumption >5m tons/year until 2010**



Source: Hellenic Cement Industry Association (1960-2019), World Bank, I.M.F., ELSTAT, Company estimates

#### **Greece:** growth outlook

- €36bn from NGEU grants and soft loans and €34bn from the EU Budget planned for the period 2021-2027.
- The Greek economy is expected to grow by 2.0% in both 2025 and 2026, outpacing the EU average of 1.4%.
- The country's sovereign credit rating is rated as Investment Grade by all major rating agencies.
- Cement market growth of 63% in 2020-2025 (10% CAGR); consumption levels still below the long-term average.



# **Southeastern Europe - Business Overview**

Attractive regional cluster set to benefit from long-term infrastructure needs & EU admission



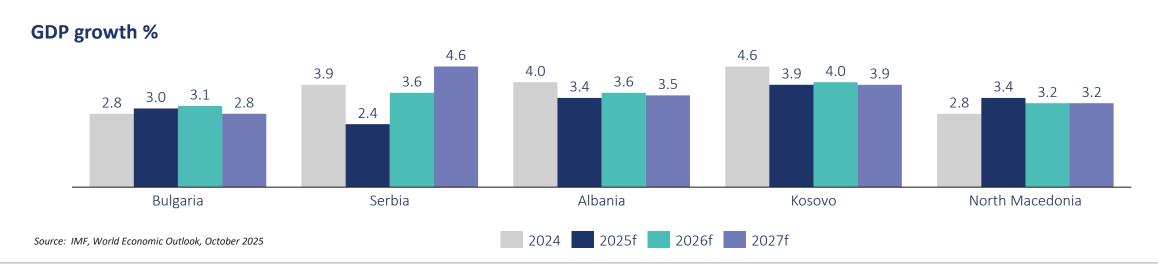
#### **Trends & Drivers**

- No significant shifts in market dynamics were observed in 9M 2025. Infrastructure and housing projects continued to support demand, complemented by trans-regional transport initiatives.
- Price increases in some markets offset rising production costs and price adjustments in other markets responded to competitive pressures.
- Investments in energy efficiency led to lower thermal energy costs, against higher electricity costs, with alternative fuel substitution rates increasing in Bulgaria and doubling in North Macedonia.
- Formed a JV to acquire 80% stake in Baupartner based in Bosnia & Herzegovina entering the precast concrete platform.



# **SEE Prospects for Growth Lead to Positive Outlook**

Low Volatility Markets with Upside Potential as Urbanization Rises



#### **Cement consumption**

(million MT)





# **Eastern Mediterranean - Business Overview**

Two large markets (>110m MT of combined cement consumption)

#### **Operating units**

- Cement plants
- **Grinding plant**
- **Commercial Quarries**
- Ready-mix plants
- Processed engineering fuel facilities

#### **Principal products / activities**



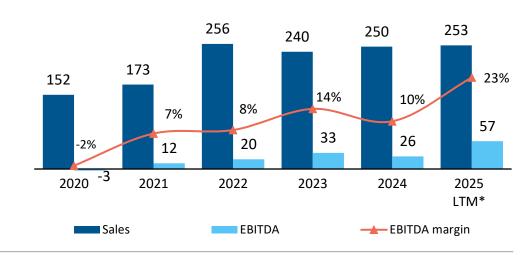






Ready-mix concrete Aggregates Waste management and alternative fuels

#### Sales & EBITDA (€m)



#### **Cement capacity: 5.5m MT**

**Trends & Drivers** 

#### **Egypt** recorded a strong turnaround.

Domestic cement consumption grew by over 10% YTD, supported by foreign investment in mega tourism-related developments and resumed public infrastructure activity; high plant utilization.

Cement plant

Grinding plant

- Cement export volumes increased significantly in 9M 2025, with favorable pricing.
- Additional storage capacity investments (by year-end) to enhance flexibility, allowing the Alexandria plant to efficiently serve domestic & export markets.

#### **Türkiye** reflects the Group's revised footprint post-divestment.

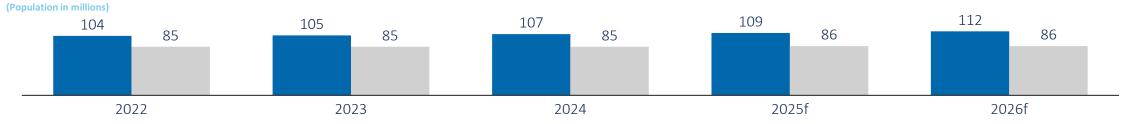
- In May 2025, Titan finalized the divestment of its 75% share in Adocim.
- As of June 2025, operations comprise a grinding unit in Marmara and the Vezirhan pozzolan quarry in East Marmara.



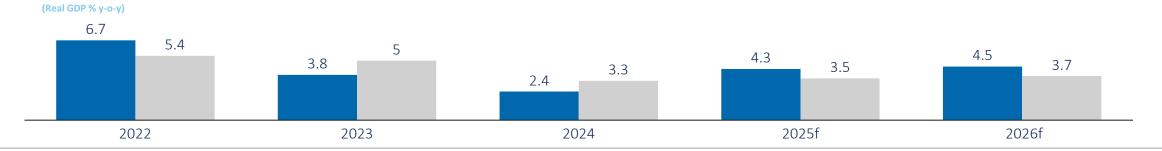
# **Eastern Mediterranean**

Favorable Demographics Generate Economic Growth and Investment Needs

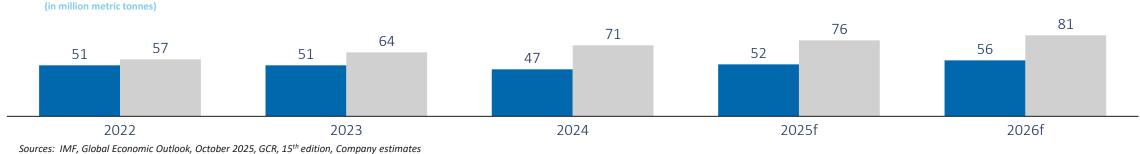
#### Large, young and growing population...



#### ...combined with recorded and anticipated real GDP growth...



#### ...generating needs in cement consumption





# **Brazil – Joint Venture 50/50**

### Cimento Apodi operates two units in Ceará state



#### **Trends & Drivers**

- In 9M 2025, cement demand in Brazil grew by 3.0%, with a 6.4% increase in the Northeast region (Apodi's natural market), supported by labor market improvements, rising disposable income, and the expansion of the government's housing program.
- Profitability improved with EBITDA up by 12.2% YoY reaching €20.3 million in 9M 2025, driven by higher volumes and lower energy and freight costs.
- Focus remains on product mix optimization and technical sales, targeting the precast industry, wind energy and major infrastructure projects.



# **Financial Performance**

For more information on TITAN's performance, please refer to the analysts' presentation through the link:

Financial Results - 9M 2025





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The Company's registered office is Place Sainte-Gudule 14, Signature City Centre, office 117, 1000 Brussels, Belgium.



# Thank you!

#### We invite you to visit our 2024 Integrated Annual Report

https://ir.titan-cement.com/en/investor-information/integrated-annual-report

