9M 2024 results UNAUDITED RESULTS FOR NINE MONTHS ENDED

30th SEPTEMBER 2024

30th October 2024







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Investor Presentation

A Global Leader, Proudly African

We are resolute in transforming Africa,

Our vision is to be a global leader in cement

production, respected for the quality of our products and services and for the way we conduct business.

Our mission is to deliver strong returns to our shareholders by selling high-quality products at affordable prices, backed by excellent customer service.

while creating sustainable value for all our stakeholders.

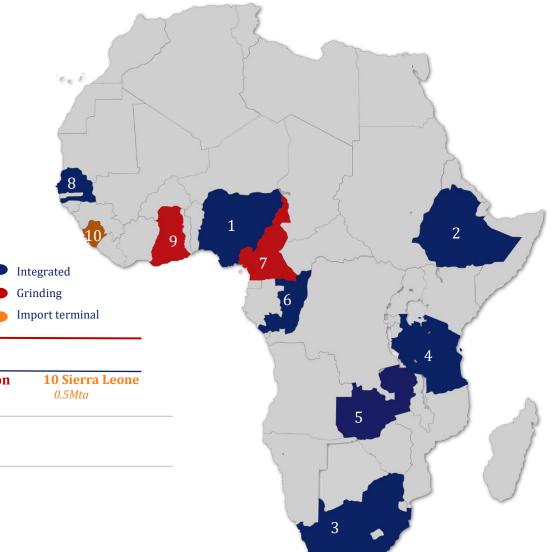
Dangote Cement is sub-Saharan Africa's largest and leading cement company, with operations in 10 African countries.

52Mta

capacity across 10 countries

Capacity

1 Nigeria	4 Ethiopia	7 Cameroon	10 Sierra Leone
35.3Mta	2.5Mta	1.5Mta	0.5Mta
2 Tanzania	5 Zambia	8 Senegal	
3.0Mta	1.5Mta	1.5Mta	
3 South Africa 2.8Mta	6 Congo 1.5Mta	9 Ghana 0.45Mta 1.5Mta	

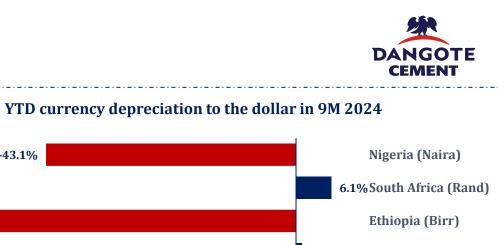


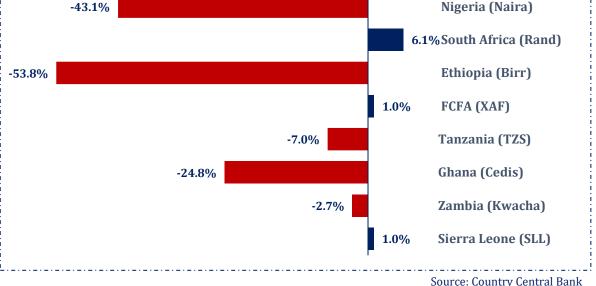


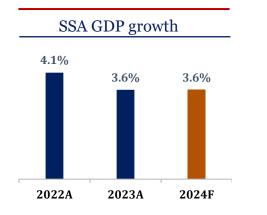
SSA – Macroeconomic environment

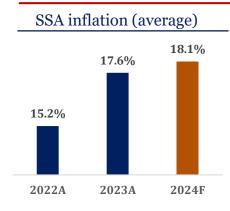
- Sub-Saharan Africa (SSA) GDP growth is projected to remain flat at 3.6% in 2024, largely due to sluggish growth from Nigeria. The region is still contending with challenges including escalating inflation, currency devaluation, fiscal imbalances, and an increasing public debt, all of which pose risks to the growth trajectory.
- Currency devaluation has emerged as a significant factor shaping the economic landscape across Africa, with most currencies in our operational countries experiencing depreciation.
- Furthermore, the elections in Senegal and South Africa introduced uncertainties that hindered economic activities.
- Despite these challenges, the region remains ripe with potential, fuelled by its burgeoning youthful population and vast reserves of untapped land and mineral resources.
- Ethiopia, Tanzania, and Senegal are highlighted among the fastest-growing countries in the region for the year 2024, signalling promising opportunities amid the prevailing economic challenges.







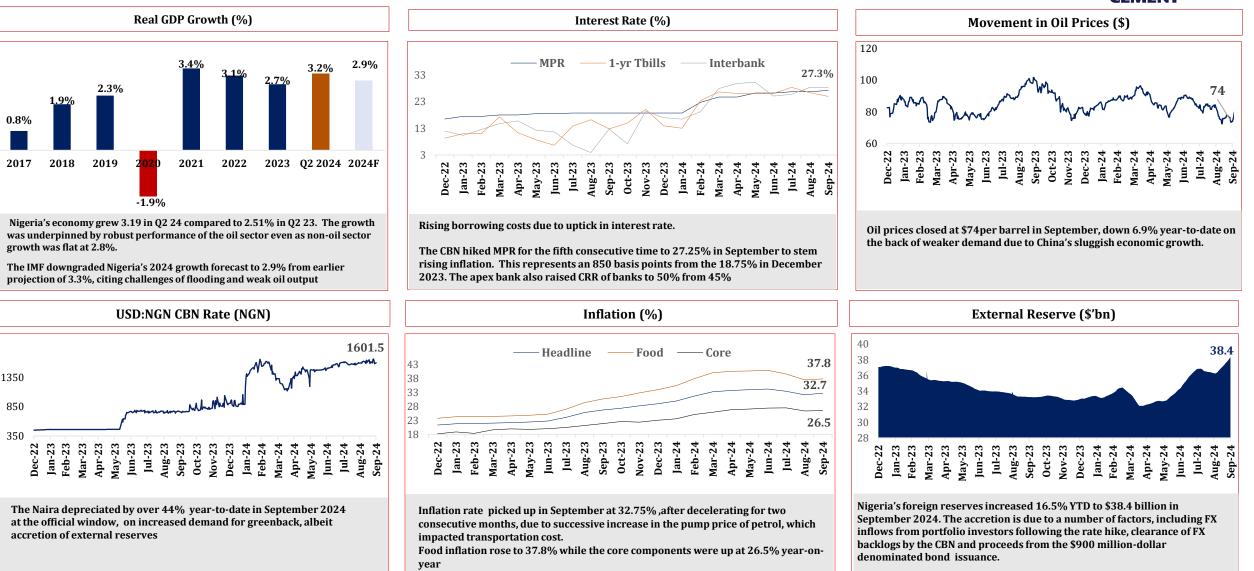




Source: IMF estimates

Domestic macroeconomic environment

DANGOTE



Domestic Regulatory Updates



Q1	 New capital requirements for banks: A new threshold of N500 billion for international authorisation, N200 billion for national authorization, and N50 billion for regional licenses, up from a threshold of N500 billion, N25 billion and N10 billion, respectively CBN extended suspension of processing fees on large cash deposits to September 2024 CBN cleared \$7 billion FX backlogs
Q2	 The Federal Government increased electricity tariffs by over 240% from 66 to 225 per kilowatt hour (KwH) for "Band A" customers in 2024. The rise in tariffs was due to the FG's plan to achieve market-based electricity pricing in the long term and minimise subsidy payments in the short term. Electricity subsidy payments in 2023 amounted to N628.6 billion. CBN reduced bank's statutory loan to deposit ratio by 15 percentage points to 50% from 65% CBN revoked the banking licence of Heritage Bank over failure to improve financial performance
Q3	 President Bola Tinubu signed the minimum wage bill into law, revising the minimum wage from N30,000 to N70,000 CBN approved merger of Unity Bank and Providus Banks Nigeria issued \$900 million dollar-denominated bonds at 9.7% interest, targeted at Nigerians both domestically and in the diaspora CBN readopted retail Dutch auction to tackle growing FX demand Supreme court granted financial autonomy to local governments Nigeria approved bill imposing a 70% windfall tax on FX gains generated by banks in 2023 and 2024
Q4	 IMF downgraded Nigeria's 2024 growth forecast to 2.9% on flooding and low oil output Dangote Petroleum Refinery received NNPCL's first supply under the naira-for-crude sale agreement Nigeria reshuffled ministerial appointees

Strong performance amidst headwinds



FINANCIAL	OPERATIONAL	SUSTAINABILITY SD Aligna
Group revenue up 69.1% to ₦2,560.6B	Group volumes up 1.9% to 20.7Mt	28% female Board representation Diverse Board with 7 different nationalities
Group EBITDA up 37.1% to ₦908.7B	Rebound in Nigeria Volumes, up 9.5%	Published 2023 combined Annual and Sustainability Report №502.6B dividend payment to shareholders
PAT up 0.6% to ₩279.1B	Exported 22 ships of clinker from Nigeria Nigeria exports up 75.5%	Arrival of 1500 full CNG trucks to support cost saving initiatives Commissioned 11 alternative fuel projects across our operations

Creating Sustainable Value for all Shareholders

Investor Presentation

Dangote Cement | Page 6

9M 2024: Impressive YTD performance

Group EBITDA up 37.1% *to* **#**908.78

Nine months ended September	9M 2024	9M 2023	Change
Sales volumes*	'000t	'000t	%
Nigeria volumes	13,161	12,017	9.5%
Pan-African volumes	8,357	8,492	(1.6%)
Inter-company sales	(844)	(221)	
Total	20,674	20,288	1.9%
D	N	N	
Revenues	₩m	₩ m	CA 10/
Nigeria	1,531,475	933,084	64.1%
Pan-Africa	1,093,606	588,243	85.9%
Inter-company sales	(64,508)	(6,726)	
Total	2,560,573	1,514,601	69.1%
EBITDA	₩m	₩m	
Nigeria**	697,422	508,116	37.3%
Pan-Africa**	247,123	170,017	45.4%
Inter-company and central costs	(35,855)	(15,371)	133.3%
Total	908,690	662,762	37.1%
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EBITDA margin**	%	%	
Nigeria	45.5%	54.5%	(9.0pp)
Pan-Africa	22.6%	28.9%	(6.3pp)
Group	35.5%	43.8%	(8.3pp)
РАТ	279,096	277,548	0.6%



Financial

- Group revenues up 69.1%, supported by strong volume growth from Nigeria, improved pricing and translation gain from pan-Africa.
- Group EBITDA up 37.1%; with a margin of 35.5%
- Pan-Africa EBITDA up 45.4% to ₩247.1B; 22.6% margin
- FX loss of ₩222.1B recorded in the period, impacting profitability
- PAT up 0.6% to ₦279.1B, despite FX loss
- Net debt at ₩1,050.5B; net gearing of 48.6%
- EPS up 2.9% at №16.55

Operational

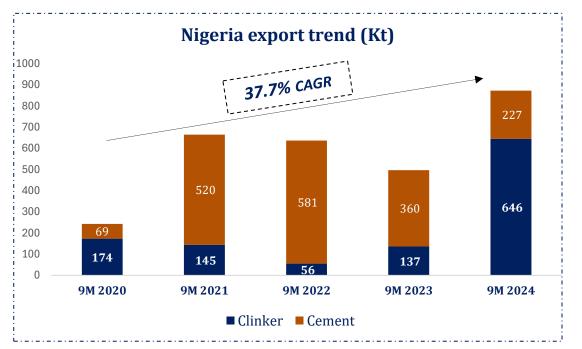
- Group volumes up 1.9% to 20.7Mt, driven largely by robust sales from Nigeria.
- Rebound in Nigeria volumes, up 9.5% to 13.2Mt.
- Exported 22 ships of clinker from Nigeria to Ghana and Cameroon.
- Nigeria exports up 75.5%.
- · Commissioned 11 of the 17 alternative fuel projects across our operations.
- Arrival of 1500 full CNG trucks to support cost saving initiatives.

**Before corporate costs and eliminations

Group Financial Overview



Income Statement			
	9M 2024 N m	9M 2023 N m	% change
Revenue	2,560,573	1,514,601	69.1%
Cost of sales	(1,236,316)	(642,743)	92.3%
Gross profit	1,324,257	871,858	51.9%
Gross margin	51.7%	57.6%	(5.8pp)
EBITDA	908,690	662,762	37.1%
EBITDA margin	35.5%	43.8%	(8.3pp)
EBIT	750,400	561,008	33.8%
EBIT margin	29.3%	37.0%	(7.7pp)
Finance income	29,129	20,667	40.9%
FX loss	(222,079)	(99,016)	124.3%
Interest expense and other cost	(229,140)	(91,081)	151.6%
Gains on monetary assets	78,076	13,312	486.5%
Profit before tax	406,386	404,890	0.4%
Income tax (expense)/credit	(127,290)	(127,342)	(0.04%)
Profit for the period	279,096	277,548	0.6%
Earnings per share	16.55	16.08	2.9%



- Nigeria exports up 75.5% in 9M 2024 from 9M 2023.
- Exports up at 37.7% CAGR in the last five years.
- Dispatched 22 ships of clinker from Nigeria to Ghana and Cameroon.
- Cement exports by road impacted by Niger border closure
- 6Mta Itori plant to further boost export drive

Group Financial Overview (cont'd)

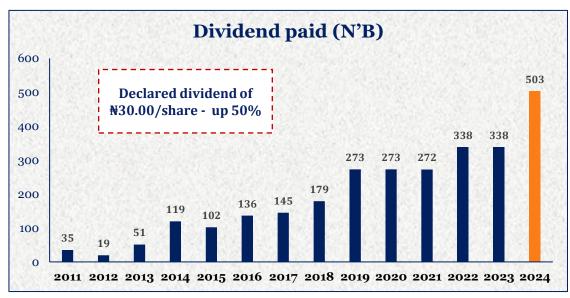


Balance Sheet As at 30/9/24 As at 31/12/23 ₩m ₩m Property, plant and equipment 3,322,556 2,383,528 Other non-current assets 169.909 133.827 **Intangible Assets** 19,477 12,356 **Current Assets** 1,492,850 961,917 Cash and Cash Equivalents 531.251 447,097 5,536,043 3,938,725 **Total Assets** Non-current liabilities 211.889 260.143 **Current** liabilities 1,532,307 1,032,612 Debt 1.581.709 968,384 **Total Liabilities** 3,374,159 2,212,885

Net Assets 2,161,884 1,725,840

Gross cash balance up 18.8% at ₦531.3B , underscoring our strong cash generation. Net asset at ₦2,161.9B, up **25.3%**

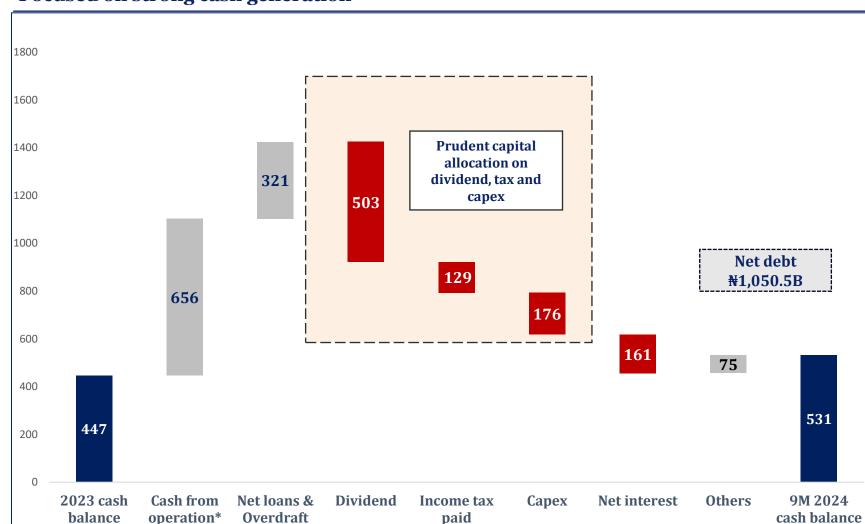
Rewarding shareholding



• Strong history of returning cash to investors with cumulative dividends of **№2.8 trillion** over the last 14 years in 2024

Group Financial Overview (cont'd)





Focused on strong cash generation

• Prudent capital allocation on dividend, income tax and capex

- Cash of №655.9B was generated from operations for 9M 2024
- N175.6B was spent on capex to fund the construction of new plants in West African countries, distribution trucks as well as improvements in our energy efficiency across our operations.
- Cash increased to ₩5311B in 9M 2024 from ₩447.1B as at FY2023.



*net working capital changes

Investor Presentation

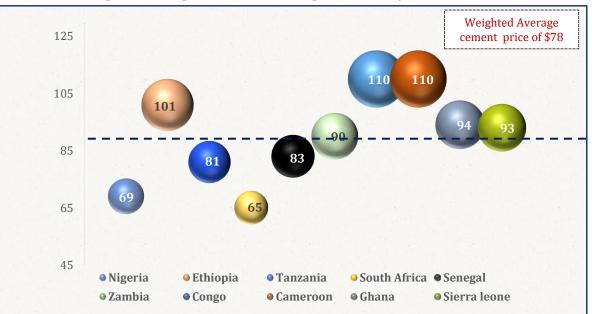
Nigeria – Strong volumes despite adverse weather



- Strong volume growth of 9.5%, supported by increased promotional activities and improved route to market solution.
- Nigeria revenues up 64.1% to ¥1,531.5B on robust volumes and price increase to match accelerating inflationary environment.
- Nigeria EBITDA up 37.3% to ¥697.4B, with a margin of 45.5%
- Further depreciation of the Naira to №1,674/\$ at the end of September 2024 from №951.8/\$ at the end of 2023.
- Exported 22 ships of clinker from Nigeria to Ghana and Cameroon
- Nigeria cement and clinker exports up 75.5% at 873Kt
- To expand clinker exports to third parties in addition to supplying our grinding plants in West Africa.
- Launched distributors rebate and incentives scheme to support sales

Financial Summary - Nigeria	9M 2024	9M 2023	Change
Total volumes (Kt)	13,161	12,017	9.5%
Revenue (₦m)	1,531,475	933,084	64.1%
EBITDA** (₦m)	697,422	508,116	37.3%
EBITDA margin**	45.5%	54.5%	(8.9pp)

9M 2024 average cement price across our operations, \$/t



• The weighted average cement price across our countries of operations for 9M 2024 was **\$78/tonne**.

• Cement prices in Nigeria averaged **\$69/tonne**, lower than the average cement price for the region.

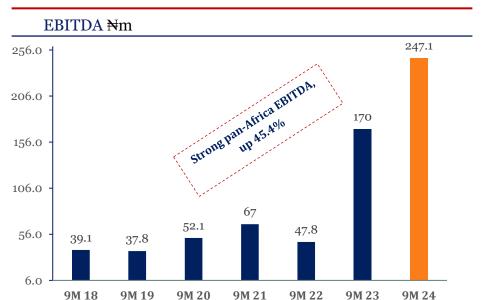
**Before corporate costs and inter-company eliminations

Pan-Africa – Strong performance across key line items

- Volumes down 1.6% to 8.4Mt, due to adverse weather conditions, particularly in Tanzania.
- Pan-African volume accounts for 40.4% of Group volume, underscoring benefits from our diversification strategy
- Revenues up 85.9% to ¥1,093.6B, on improved pricing mix and translation gain
- EBITDA up 45.4% to ₩247.1B with a record margin of 22.6%.
- Strong EBITDA contribution from Ethiopia due to reduction in cash cost
- Capacity maximisation in Senegal, Ethiopia and Cameroon
- Ramped up production at Ghana grinding plant
- On track to commence clinker export to Cote d'Ivoire early next year

Financial Summary – Pan-Africa	9M 2024	9M 2023	Change
Total volumes (Kt)	8,357	8,492	(1.6%)
Revenue (₦m)	1,093,606	588,243	85.9%
EBITDA** (N m)	247,123	170,017	45.4%
EBITDA margin**	22.6%	28.9%	(6.3pp)

**Before corporate costs and eliminations







Country updates







CAMEROON

- Estimated 3.2Mt total market sales in 9M 2024
- DCP Cameroon sales volume was up slightly by 0.8% to 1.0Mt in 9M 2024
- Ongoing developmental projects in various regions are expected to spur cement demand in the near term









- Estimated market sales of 660Kt in 9M 2024
- Clinker exports to Cameroon commenced in June
- DCP Congo sold 686.7Kt in 9M 2024 (including exports), up 12.2% from the 612.2Kt sold in the prior year
- Strong demand for export sales



CONGO





ETHIOPIA

- Estimated 5.5Mt total market sales in 9M 2024
- DCP sales of 1.7Mt in 9M 2024 was 6.3% lower yearon-year.
- Dangote Cement Ethiopia continues to improve efficiency through the ramping up of alternative fuel usage as well as optimizing of cement-to-clinker ratio, amidst elevated inflationary environment

Capacity maximisation



Country updates





GHANA

- Estimated 4.0Mt total market sales in 9M 2024
- DCP Ghana sold 375.6Kt of cement in 9M 2024, up 61.7% year on year
- Dangote Cement Ghana took coordinated steps in improving retail footprints and product availability that translated into improved sales
- Ramped up production at our 0.45Mta grinding plant in Takoradi



- Estimated total market sales of 7.0Mt in 9M 2024.
- Election uncertainties stalled economic and construction activities
- DCP sold 1.2Mt of cement in the period, down by 5.4% year-on-year.
- Ongoing infrastructural project including Diam Niadio-Mbour-Kaolack road project should support the growth of cement sales



SIERRA LEONE

- Estimated market sales of 223.7Kt in 9M 2024
- Dangote Cement Sierra Leone sold 7.2Kt of cement in the period.





Country updates





SOUTH AFRICA

- Economic activities in South Africa were subdued due to pre and post election uncertainties, in addition power supply constraints.
- Dangote Cement South Africa is ramping up the use of alternative fuels amidst rising energy costs caused by power cuts
- Our sales volumes in 9M 2024 was up relatively flat year-onyear



TANZANIA

- Estimated 4.4Mt total market sales for 9M 2024
- DCP sold 1.3Mt in 9M 2024, down by 13.8%
- Higher-than-expected rainfall and insufficient government funding, impacted cement sales in the period.



ZAMBIA

- Estimated 2.3Mt total market sales for 9M 2024
 - DCP Zambia sold 654Kt of cement in 9M 2024, up by 19%
- Volume growth was supported by improved exports to neighbouring countries



Debt and Liquidity

Robust Capital Structure



Track record of accessing Debt Capital Market

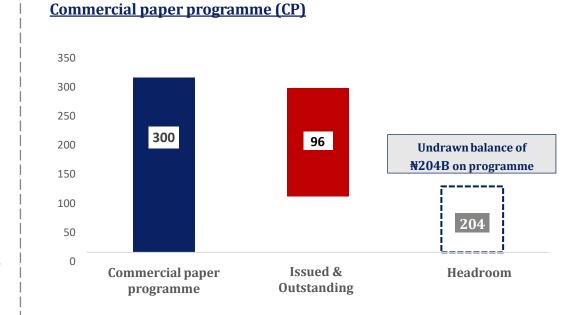


Bond programme

Received SEC approval to renew ¥300B Bond programme

Programme	Issued & Outstanding	Dated issued	Tranches (₦bn)	Pricing	Maturity
₩300B (expired)	№ 100B	April 2020	100	12.5%	2025
	₩ 46.3B	May 2021	B - 10.4	12.5%	2026
₩300B	110.50		C - 35.9	13.5%	2028
(expired)			A - 4.3	11.85%	2027
№ 116B A	April 2022	B - 23.3	12.23%	2029	
			C - 88.4	13.0%	2032
Total	₩262.3B				

№262.3 billion bond outstanding at an average interest rate of 12.6%. Issue proceeds used to refinance outstanding debt obligations and support long-term expansion projects



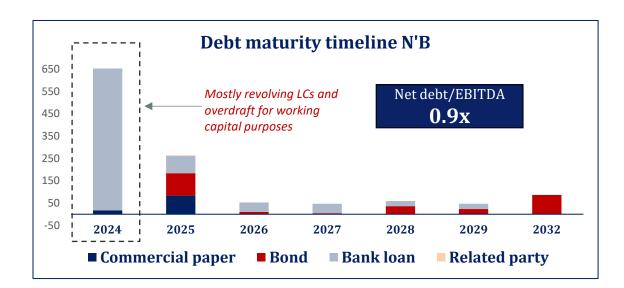
Series	Value (₦bn)	Tenor	Pricing	Maturity
Series 14	42.1	265 days	25.0%	07-01-25
Series 15	8.2	181 days	26.0%	29-01-25
Series 16	45.8	265 days	28.0%	23-04-25

Issued and outstanding CP of ¥96 billion at an average interest rate of 26%, to support working capital

Robust debt profile

Facility	Pricings	Outstanding amount	Tenor
Bond - April 2020*	12.5%	₩100B	2025
Bond – May 2021 (A,B&C)*	11.25%-13.5%	₩ 44.4B	2025-2028
Bond – April 2022 (A,B&C)*	11.85%-13.0%	₩116B	2027-2032
Bank debt	various	₦989.0B	2024-2029
Commercial paper	16.5%-25.0%	₩ 101.4B	2024
Related parties	6%-8.5%	₩ 230.9B	2024-2029
Total		₩1,581.7 B	

Data is as at the end of September 2024





Sustained minimum leverage ratios to support liquidity

Ratios	9M 2024
Current ratio	0.7x
Debt/capital	42.3%
Net debt/EBITDA*	0.9x
Net debt/equity	0.5x
Interest coverage ratio	3.3x
*Annualised EBITDA	

Ratings

• On 29 August 2024, Global Credit ratings, GCR



- > long-term Issuer rating affirmed at AA+ (NG), with a stable outlook, while the short-term issuer rating at A1+(NG) was with a stable outlook
- > long-term Issue rating of AA+ (NG) accorded to DCPs existing Bond issues and DCPs new N116bn Series 2 Bond, with the outlook accorded stable.
- December 2023, **Moody's** MOODY'S •
 - (P)B3 local currency rating and Baa3.ng national scale rating (NSR) to the \geq NGN300 billion domestic medium-term programme issued by DCP.
 - Caa1 long term corporate family rating (CFR). The rating outlook was \geq upgraded to positive from stable, similar to that of the sovereign.





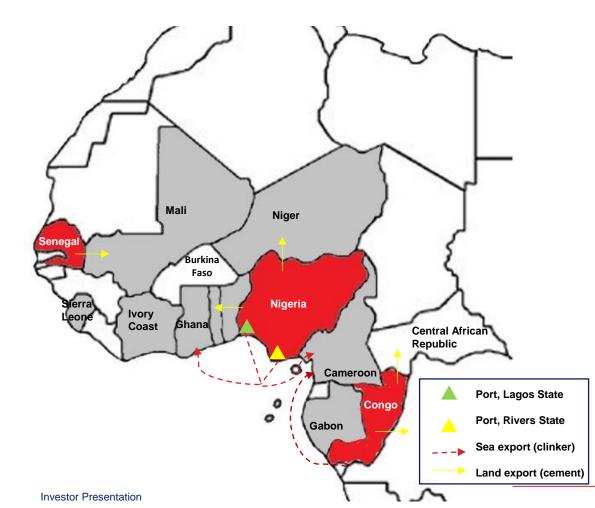
Cementing Africa's Economic Self-Sufficiency

We make the regional and continental free trade agreements a reality



Our vision is for Africa to be cement and clinker self-sufficient.

We fulfilled this goal in our home country, Nigeria, which has gone from being one of the largest importers of cement, to become self-sufficient and now an exporter of cement and clinker.



West and Central Assets

- Nigeria has a relative abundance of quality limestone especially in key southern regions near to demand centers and export facilities
- The absence of limestone in much of West Africa, especially coastal states, forces those countries to import bulk cement or its intermediate product, clinker, usually from Asia and Europe
- Dangote Cement plans an 'export to import' strategy to serve West and Central Africa from Nigerian factories, exporting by sea - making the region cement self-sufficient
- Nigeria can serve a potential market of 15 countries, 350m+ people
- We currently export clinker from Nigeria via our export terminals to Cameroon and Ghana, while we export cement to Niger and Togo
- Senegal exports cement to Mali; while in Congo we export clinker to Cameroon and cement to Central African Republic and Democratic Republic of Congo.

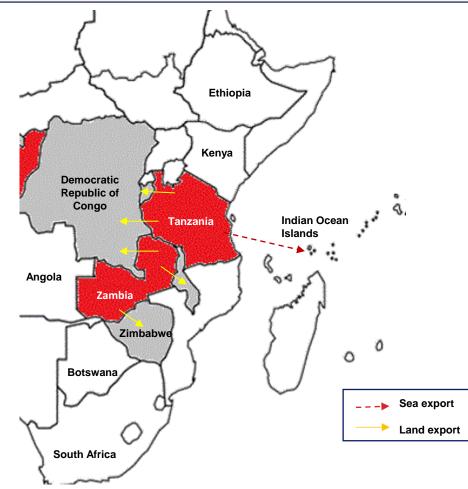
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We fulfilled this goal in our home country, Nigeria, which has gone from being one of the largest importers of cement, to become self-sufficient and now an exporter of cement and clinker.



Southern and Eastern Assets

- In East Africa, we export from Zambia and Tanzania
- In Zambia, we exports clinker/cement to Zimbabwe, Burundi, Democratic Republic of Congo and Malawi.
- In Tanzania, we export cement to Burundi, Democratic Republic of Congo and the Indian Ocean Islands.
- Dangote Cement is optimising its eastern assets to serve the region and become cement self-sufficient.

Benefits of Export Strategy

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02



HIGHER CAPACITY UTILISATION IN OUR OPERATIONS: Increased production due to exports will increase capacity utilisation in our operations and in turn reduce fixed cost per tonne. Additional earnings for the Group.

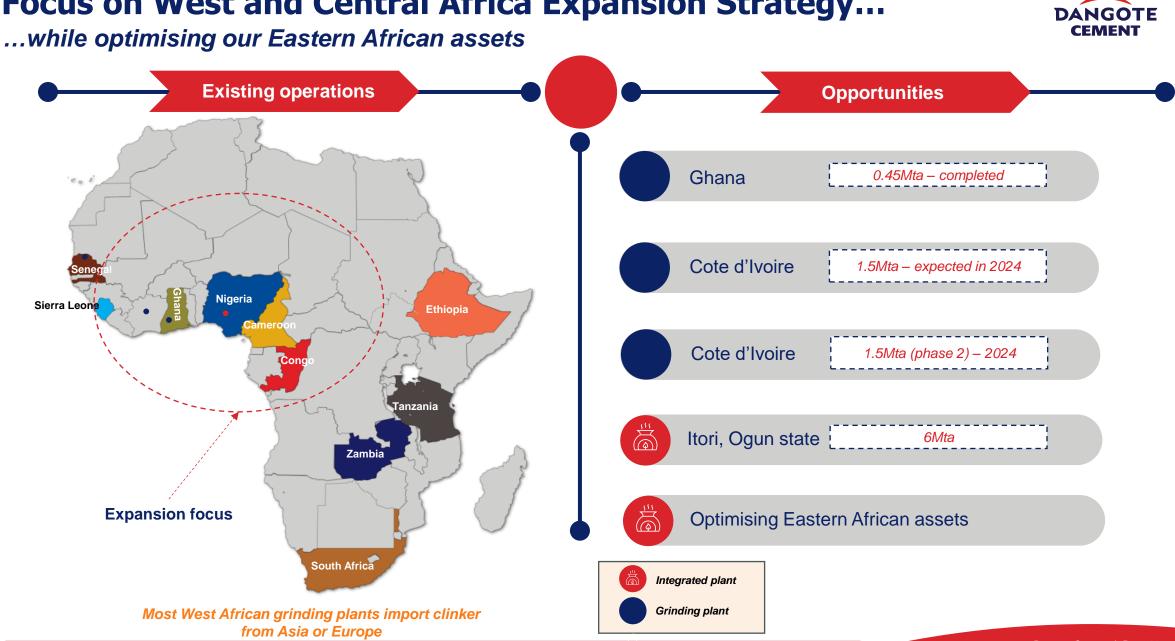
CONTINENTAL AND REGIONAL BENEFITS - FREE TRADE AREA BENEFITS: African Continental Free Trade Area, the ECOWAS and UEMOA advantage will contribute to the improvement of intra-regional trade. This will provide duty-free export opportunities to Africa. Cement self-sufficiency in Africa.

03

FOREIGN EXCHANGE: Foreign exchange revenue for our operations to help offset foreign exchange risks.

04

LOWER CLINKER COST FOR PAN-AFRICA OPERATION: Due to proximity to Nigeria/Congo versus Asia and Europe, clinker landing cost will be cheaper.



Focus on West and Central Africa Expansion Strategy...

Investor Presentation

Sustainability



Sustainability & Governance – The Dangote Way



Our 7 Sustainability Pillars our embedded in our culture and guide our approach to building a sustainable business.

> We released our **2023 combined Annual Report and Sustainability Report** with ESG data presented as per Global Reporting Initiative (GRI) referential and external assurance by KPMG.





CO2 emission

575kg Co2/tonne

9M 2023: 576kg Co2/tonne

9M 2023: 576kg Co2/tonne

9M 2023: 806 Kcal/kg

9M 2023: 806 Kcal/kg

9M 2023: 223 liters/tonne

Strong Board and Governance Framework





Note: * denotes Independent Non-Executive Directors.

Social Performance



Sustainability Week



₩6.8B spent on CSR in 9M 2024, up by 397.2%



DCP charity outreach to Ajomo-Ikosi community in Kosofe LGA



DCP staff embarking on a walk for road safety sensitisation

Sustainability Week 2024 DANGOTE **Social Pillar Empowering Communities** Objective: Enhance community welfare through strategic social investments. Strategies: Support local entrepreneurship, boost skills transfer, and implement best CSR practices. Impact: : Build resilient communities and improve employment prospects within operational regions. **POWERED BY: DCP Sustainability**

Outstanding Financial Performance

400

300

200

100

0

35



886

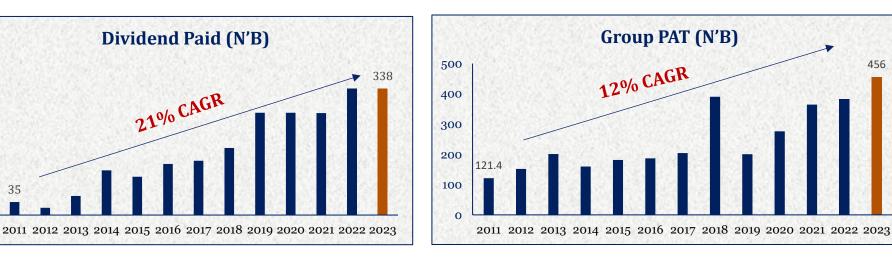


Dividend Paid (N'B)

21% CAGR

9M 2024 Group revenue up 69.1% at **₩2,560.6**B

9M 2024 Group EBITDA up 37.1% at **₩908.7B**



134.0

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Group EBITDA (N'B)

17% CAGR

2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022 2023

Over the past 13 years DCP has paid over #2,227.1 billion in dividends to shareholders

9M 2024 PAT up 0.6% at **₩279.1B**

> Market capitalisation; **₩8,912.1bn**

Note: * as at 30th September 2024

Investor Presentation



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