

Business figures January to September 2022



Key data

Heidelberg Materials	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	13,996	15,802	12.9 %	12.3 %	5,058	5,852	15.7 %	13.7 %
Result from current operations before depreciation and amortisation (RCOBD)	2,896	2,718	-6.1 %	-7.8 %	1,176	1,193	1.5 %	-2.1 %
RCOBD margin in %	20.7	17.2	-349 bps ²⁾	-372 bps	23.2	20.4	-285 bps	-325 bps
Result from current operations (RCO)	1,953	1,782	-8.7 %	-9.4 %	869	874	0.6 %	-1.9 %
RCO margin in %	14.0	11.3	-268 bps	-271 bps	17.2	14.9	-223 bps	-236 bps
Cement and clinker sales volumes (Mt)	95.7	90.0	-6.0 %	-3.8 %	33.9	31.1	-8.0 %	-5.9 %
Aggregates sales volumes (Mt)	231.3	223.5	-3.4 %	0.8 %	86.3	82.0	-5.0 %	-0.8 %
Ready-mixed concrete sales volumes (Mm ³)	35.7	34.2	-4.3 %	-0.4 %	12.2	11.7	-4.0 %	-0.2 %
Asphalt sales volumes (Mt)	8.2	6.2	-24.3 %	0.5 %	3.4	2.6	-22.1 %	2.6 %

Western and Southern Europe	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	4,185	4,774	14.1 %	13.9 %	1,418	1,619	14.2 %	14.7 %
Result from current operations before depreciation and amortisation (RCOBD)	700	677	-3.3 %	-3.5 %	269	261	-3.0 %	-3.0 %
RCOBD margin in %	16.7	14.2	-255 bps	-254 bps	19.0	16.1	-286 bps	-294 bps
Result from current operations (RCO)	418	414	-1.0 %	-1.3 %	177	173	-1.9 %	-2.1 %
RCO margin in %	10.0	8.7	-132 bps	-133 bps	12.5	10.7	-176 bps	-183 bps
Cement and clinker sales volumes (Mt)	23.0	21.2	-7.8 %	-7.8 %	7.7	6.8	-11.9 %	-11.9 %
Aggregates sales volumes (Mt)	64.4	60.1	-6.6 %	-5.7 %	20.9	19.4	-7.2 %	-6.0 %
Ready-mixed concrete sales volumes (Mm ³)	13.7	13.0	-4.9 %	-3.7 %	4.5	4.2	-8.4 %	-6.7 %
Asphalt sales volumes (Mt)	2.8	2.8	-0.4 %	-0.4 %	1.0	1.0	6.8 %	6.8 %

Northern and Eastern Europe-Central Asia	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	2,297	2,670	16.2 %	16.3 %	859	1,001	16.5 %	15.2 %
Result from current operations before depreciation and amortisation (RCOBD)	570	532	-6.7 %	-7.6 %	248	238	-4.2 %	-6.5 %
RCOBD margin in %	24.8	19.9	-490 bps	-511 bps	28.9	23.7	-515 bps	-549 bps
Result from current operations (RCO)	427	386	-9.7 %	-10.5 %	200	189	-5.4 %	-7.5 %
RCO margin in %	18.6	14.5	-415 bps	-429 bps	23.2	18.9	-437 bps	-461 bps
Cement and clinker sales volumes (Mt)	18.9	17.4	-8.0 %	-8.0 %	7.3	6.5	-11.7 %	-11.7 %
Aggregates sales volumes (Mt)	36.9	35.7	-3.4 %	0.5 %	14.7	13.5	-7.9 %	-4.7 %
Ready-mixed concrete sales volumes (Mm ³)	4.7	4.5	-2.5 %	-0.1 %	1.7	1.6	-6.5 %	-4.5 %

1) Adjusted for consolidation and exchange rate effects.

2) Change in basis points (bps).

Key data

North America	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	3,509	3,681	4.9 %	8.6 %	1,391	1,583	13.8 %	13.2 %
Result from current operations before depreciation and amortisation (RCOBD)	781	722	-7.6 %	-9.5 %	366	412	12.4 %	4.3 %
RCOBD margin in %	22.2	19.6	-264 bps ²⁾	-370 bps	26.3	26.0	-33 bps	-206 bps
Result from current operations (RCO)	538	479	-10.9 %	-10.2 %	291	326	12.3 %	6.7 %
RCO margin in %	15.3	13.0	-231 bps	-265 bps	20.9	20.6	-28 bps	-119 bps
Cement and clinker sales volumes (Mt)	12.2	10.3	-15.2 %	-0.9 %	4.6	4.0	-13.4 %	0.6 %
Aggregates sales volumes (Mt)	97.6	93.0	-4.8 %	2.9 %	39.3	37.3	-5.2 %	2.2 %
Ready-mixed concrete sales volumes (Mm ³)	6.0	4.7	-21.9 %	-3.4 %	2.2	1.8	-17.2 %	-1.0 %
Asphalt sales volumes (Mt)	3.8	1.8	-53.8 %	-0.1 %	1.8	1.0	-45.7 %	-0.1 %

Asia-Pacific	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	2,313	2,688	16.2 %	8.6 %	792	978	23.4 %	12.4 %
Result from current operations before depreciation and amortisation (RCOBD)	489	396	-18.9 %	-24.3 %	169	149	-12.1 %	-20.0 %
RCOBD margin in %	21.1	14.7	-638 bps	-644 bps	21.3	15.2	-614 bps	-616 bps
Result from current operations (RCO)	313	212	-32.3 %	-36.9 %	112	85	-24.4 %	-31.2 %
RCO margin in %	13.6	7.9	-566 bps	-573 bps	14.1	8.7	-548 bps	-550 bps
Cement and clinker sales volumes (Mt)	25.7	25.6	-0.4 %	-0.4 %	8.9	8.8	-0.9 %	-0.9 %
Aggregates sales volumes (Mt)	26.7	28.9	8.5 %	8.5 %	9.4	9.9	5.0 %	5.0 %
Ready-mixed concrete sales volumes (Mm ³)	7.7	8.2	6.8 %	6.8 %	2.5	2.9	14.5 %	14.5 %
Asphalt sales volumes (Mt)	1.5	1.5	3.5 %	3.5 %	0.5	0.5	1.4 %	1.4 %

Africa-Eastern Mediterranean Basin	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	1,389	1,576	13.4 %	12.6 %	486	539	11.0 %	11.2 %
Result from current operations before depreciation and amortisation (RCOBD)	360	380	5.6 %	4.7 %	117	128	9.7 %	9.4 %
RCOBD margin in %	25.9	24.1	-178 bps	-181 bps	24.1	23.8	-29 bps	-38 bps
Result from current operations (RCO)	281	298	6.2 %	5.9 %	90	101	11.6 %	12.1 %
RCO margin in %	20.2	18.9	-127 bps	-120 bps	18.6	18.7	9 bps	15 bps
Cement and clinker sales volumes (Mt)	15.8	15.5	-2.2 %	-0.7 %	5.4	5.1	-4.6 %	-3.3 %
Aggregates sales volumes (Mt)	5.7	5.6	-0.2 %	-0.2 %	1.9	1.9	-2.9 %	-2.9 %
Ready-mixed concrete sales volumes (Mm ³)	3.7	3.7	1.1 %	1.1 %	1.2	1.2	1.4 %	1.4 %
Asphalt sales volumes (Mt)	0.2	0.2	5.0 %	5.0 %	0.1	0.1	24.9 %	24.9 %

Group Services	January - September				July - September			
	2021	2022	Change	Like-for-like ¹⁾	2021	2022	Change	Like-for-like ¹⁾
€m								
Revenue	992	1,408	41.9 %	42.4 %	369	435	17.9 %	17.9 %
Result from current operations before depreciation and amortisation (RCOBD)	21	28	37.1 %	40.3 %	7	9	29.3 %	29.2 %
RCOBD margin in %	2.1	2.0	-7 bps	-3 bps	2.0	2.1	19 bps	19 bps
Result from current operations (RCO)	20	28	38.1 %	41.3 %	7	9	30.7 %	30.6 %
RCO margin in %	2.0	2.0	-5 bps	-1 bps	1.9	2.1	21 bps	21 bps

1) Adjusted for consolidation and exchange rate effects.

2) Change in basis points (bps).

Financial calendar

Financial calendar	
Preliminary Business Figures 2022	23 February 2023
Combined Annual Report 2022	23 March 2023
Quarterly Statement January to March 2023	10 May 2023
Annual General Meeting 2023	11 May 2023
Half-Year Financial Report 2023	27 July 2023
Quarterly Statement January to September 2023	3 November 2023

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