

1st March 2022







# FY 2021: Another record year



**FINANCIAL OPERATIONAL SUSTAINABILITY SDG Alianment** 

Profit after tax up 32.0% at \$\frac{1}{3}64.4B

Group volumes up 13.8% at 29.3Mt

27% female Board representation

Diverse Board with 6 different nationalities





**Group EBITDA up 43.2%** at \$\\$684.6B

Nigeria volumes up 16.8% at 18.6Mt

**Accorded the long-term** issuer rating of AAA by **GCR** 

**Highest issuer rating** accorded by GCR





**Higher dividend** recommended at **₩20.00** 

3Mt Okpella plant ramp up on track

2.6% alternative fuel thermal substitution rate versus 1.7% in 2020

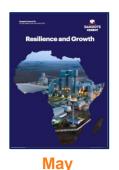
Rated "B-" by CDP and in 2021 become a CDP supported.



# The year at a glance.....













March

May

**June** 

# AAA rating accorded by GCR

GCR upgraded DCPs long-term Issuer rating to AAA



June

### **Virtual AGM**

Released our 2020 combined Annual and Sustainability Report



June

### **Bond Issuance**

Successful issuance of Series
1 Fixed Rate Bonds under new
№300 billion Multi-Instrument
Issuance Programme



**August** 

# Resumed Clinker Shipments

Recommenced clinker shipments from Nigeria



September

### Share buy-back renewal

Buy-back programme renewal approved by the Securities and Exchange Commission



December

# Financial results released in XBRL format

The first Nigerian listed company to report its financial results in XBRL format using IFRS taxonomy

# Tanzania Power Plant Commissioning

Commissioning of second gas fired power plant in Tanzania

# Commercial Paper Programme

Establishment of a new ₩150 billion Commercial Paper Programme

### **Sustainability Week**

Theme: "Building a Sustainable Future: The Dangote Way"

### Rating upgrade to B-

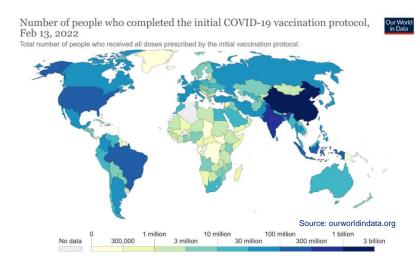
CDP climate rating upgraded to Bfor our commitment to climate change. Became a CDP supporter

Investor Presentation Dangote Cement | Page 3

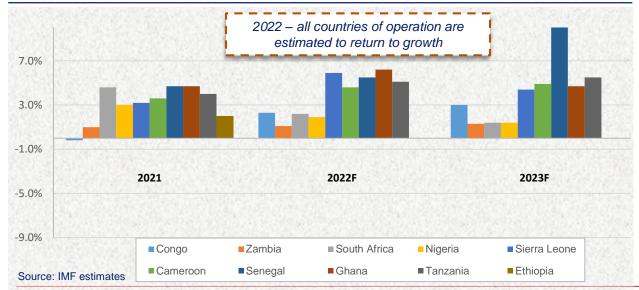
### Macro-economic environment

DANGOTE CEMENT

- Sub-Saharan Africa (SSA) is experiencing the welcomed economic recovery on the back of the COVID-19 pandemic and commodity market decline in 2020.
- According to the IMF, SSA grew by 4.0% in 2021. The growth largely results from a sharp improvement in global trade and commodity prices.
- Our countries of operation are estimated to all grow in 2022, with Sierra Leone, Ghana and Senegal expected to grow at the highest rates.
- According to the IMF, faster vaccine deployment would accelerate the region's growth.
- At DCP, we have continued our vaccination advocacy and roll-out across all countries of operations.



### GDP growth across our operating environment



### SSA GDP growth



Source: IMF estimates





# FY 2021 – Strong set of results



### **Financial**

- Group revenues up 33.8%, supported by strong volume growth
- Group EBITDA up 43.2%; with EBITDA margin of 49.5%
- Nigeria EBITDA up 44.8%; higher realised prices offset inflationary pressure on some cost lines
- Pan-Africa EBITDA up 24.6%, with an EBITDA margin of 22.4%
- Strong earnings with EPS up 31.6% at ₩21.24
- ₩20.00 dividend recommended for 2021

### **Operational**

- Group volumes up 13.8% to 29.3Mt, supported by strong demand across all operations
- Nigeria volumes up 16.8%, supported by an increase in housing infrastructure and commercial construction
- Pan-Africa volumes up 8.7% despite volatility in the landing cost of cement and clinker
- Another record result, with double digit growth across board
- Completion and ramp-up of the two gas turbines in Tanzania, supported strong Pan-Africa performance

Year ended 31 <sup>st</sup> December	2021	2020	Change
Tear chaca or Describer	2021	2020	Onlange
Sales volumes*	'000t	'000t	%
Nigeria	18,612	15,936	16.8%
Pan-Africa	10,856	9,982	8.7%
Inter-company sales	(197)	(197)	
Total	29,271	25,720	13.8%
Revenues	₩m	₩m	<u></u> %
Nigeria	993,399	719,945	38.0%
Pan-Africa	397,329	318,681	24.7%
Inter-company sales	(7,091)	(4,430)	
Total	1,383,637	1,034,196	33.8%
EBITDA	₩m	₩m	<u>%</u>
Nigeria**	610,196	421,417	44.8%
Pan-Africa**	88,830	71,313	24.6%
Inter-company and central costs	(14,431)	(14,608)	
Total	684,595	478,122	43.2%
EBITDA margin**	%	%	
Nigeria	61.4%	58.5%	2.9pp
Pan-Africa	22.4%	22.4%	-
Group	49.5%	46.2%	3.3pp
EPS	21.24	16.14	31.6%

- \*Sales volumes include cement and clinker
- \*\*Before central costs and eliminations

# **Group Financial Overview**



### **Income Statement**

	FY 2021 <b>∺</b> m	FY 2020 <del>N</del> m	% change
Revenue	1,383,637	1,034,196	33.8%
Cost of sales	(551,019)	(437,970)	25.8%
Gross profit	832,618	596,226	39.6%
Gross margin	60.2%	57.7%	2.52Pp
EBITDA	694 505	479 422	43.2%
EDITUA	684,595	478,122	43.2%
EBITDA margin	49.5%	46.2%	3.3Pp
EBIT	582,491	386,734	50.6%
EBIT margin	42.1%	37.4%	4.7Pp
Finance income	20,765	29,814	(30.4%)
Finance cost	(65,707)	(43,988)	49.4%
Share of Associate's profit	817	750	8.9%
Profit before tax	538,366	373,310	44.2%
Incomo toy			
Income tax (expense)/credit	(173,927)	(97,242)	78.9%
Profit for the period	364,439	276,068	32.0%



Earnings per share	21.24	16.14	31.6%
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# **Group Financial Overview (cont'd)**



### **Movement in debt**

	Cash <b>∺</b> m	Debt <b>¥</b> m	Net debt ¥m
As at 31st December 2020	145,835	(483,110)	(337,275)
Cash from operations before working capital changes	682,900	-	682,900
Change in working capital	(60,853)	-	(60,853)
Income tax paid	(33,408)	-	(33,408)
Additions to fixed assets	(184,576)	-	(184,576)
Loan repaid by related party	20,000	-	20,000
Change in non-current prepayments and payables	27,306	-	27,306
Other investing activities	(848)		(848)
Net Lease receivables	5,960	-	5,960
Share buyback	(9,833)	-	(9,833)
Dividend paid	(272,005)		(272,005)
Net interest payment	(41,309)	-	(41,309)
Net loans obtained (repaid)	4,284	(4,284)	-
Overdraft	71,679	(71,679)	-
Other cash and non-cash movements	(15,289)	(5,867)	(21,156)
As at 31 <sup>st</sup> December 2021	339,843	(564,940)	(225,097)



Dangote Cement | Page 8 **Investor Presentation** 

# **Group Financial Overview (cont'd)**



### **Balance Sheet**

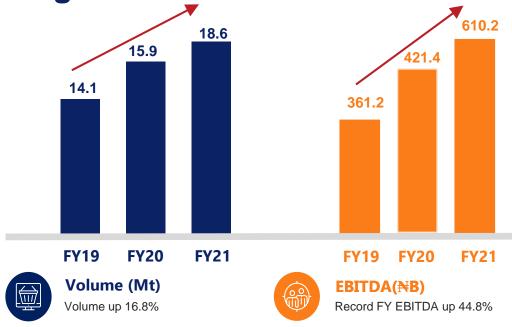
	As at 31/12/21 ₩m	As at 31/12/20 ₩m
Property, plant and equipment	1,472,859	1,390,687
Other non-current assets	40,996	77,072
Intangible Assets	5,122	4,554
Current Assets	533,199	404,303
Cash and Cash Equivalents	339,843	145,835
Total Assets	2,392,019	2,022,451
Non-current liabilities	155,305	142,756
Current liabilities	688,105	505,615
Debt	564,940	483,110
Total Liabilities	1,408,350	1,131,481
Net Asset	983,669	890,970





Nigeria – A record result across board

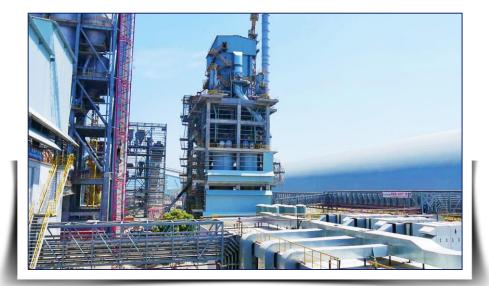




### Financial Summary - Nigeria

Year ended 31st December	2021	2020	Change
Cement (Kt)	18,415	15,739	17.0%
Clinker (Kt)	197.0	197.0	-
Total volumes (Kt)	18,612	15,936	16.8%
Revenue ( <del>N</del> m)	993,399	719,945	38.0%
EBITDA** ( <del>N</del> m)	610,196	421,417	44.8%
EBITDA margin**	61.4%	58.5%	2.9pp

- Strong FY sales volumes in Nigeria of 18.6Mt, with growth at 16.8%; despite extended plant maintenance
- Robust growth trend continues with strong demand from housing and infrastructure
- Solid performance with record high FY EBITDA of ₩610.2B, up 44.8%
- Strong demand was supported by improved route to market channels and additional trucks to enhance our distribution network.
- 3mta Okpella plant production ramp up on track
- Seven clinker shipments with a total volume of 197Kt;
   while we exported 706Kt of cement by road



Pre-heater system cyclone at Okpella plant

<sup>\*\*</sup>Before corporate costs and inter-company eliminations

# Pan-Africa – Strong volume growth



- Volumes up 8.7% to 10.9Mt as demand remains strong across all operations
- Revenues up 24.7 % to ₦397.3, supported by higher realised prices and volume growth
- Strong EBITDA of ₩88.8B, up 24.6%, EBITDA margin of 22.4%
- · Strong performance in Ethiopia, Senegal and Zambia
- Cost pressure on countries importing clinker (Cameroon) and cement (Ghana, Sierra-Leone) due to freight costs and overall scarcity
- Strong performance improvement in Tanzania following the commissioning of power plant

### **EBITDA** trend



### Financial Summary – Pan-Africa

Year ended 31st December	2021	2020	Change
Cement (Kt)	10,634	9,901	7.4%
Clinker (Kt)	222	82	172.4%
Total volumes (Kt)	10,856	9,982	8.7%
Revenue ( <del>N</del> m)	397,329	318,681	24.7%
EBITDA** ( <del>N</del> m)	88,830	71,313	24.6%
EBITDA margin**	22.4%	22.4%	-

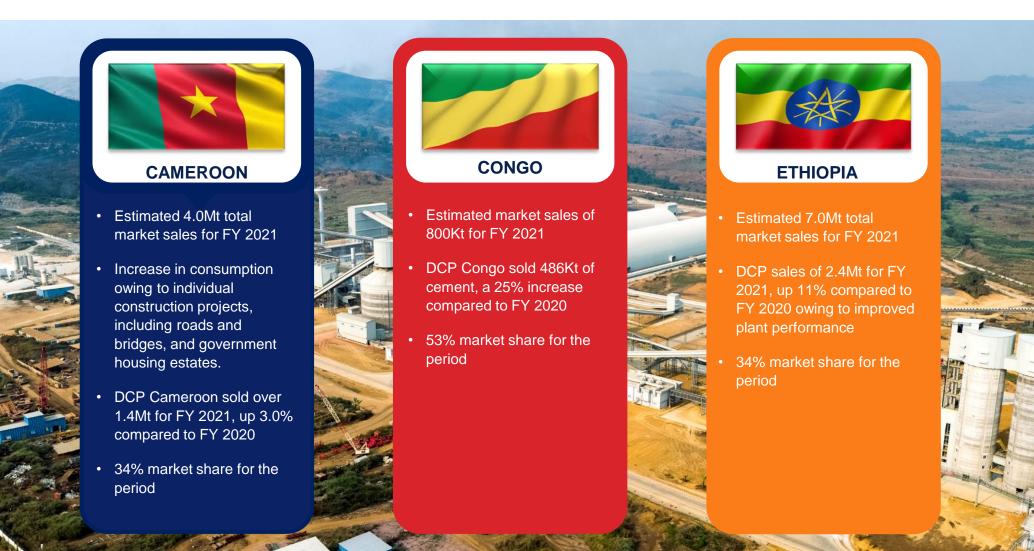


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<sup>\*\*</sup>Before corporate costs and eliminations

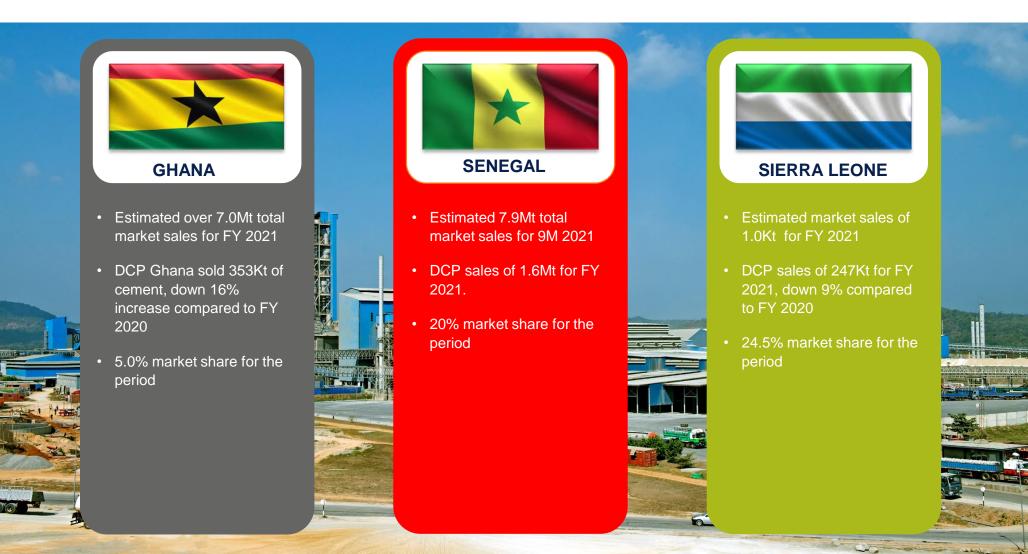
# **Country updates**





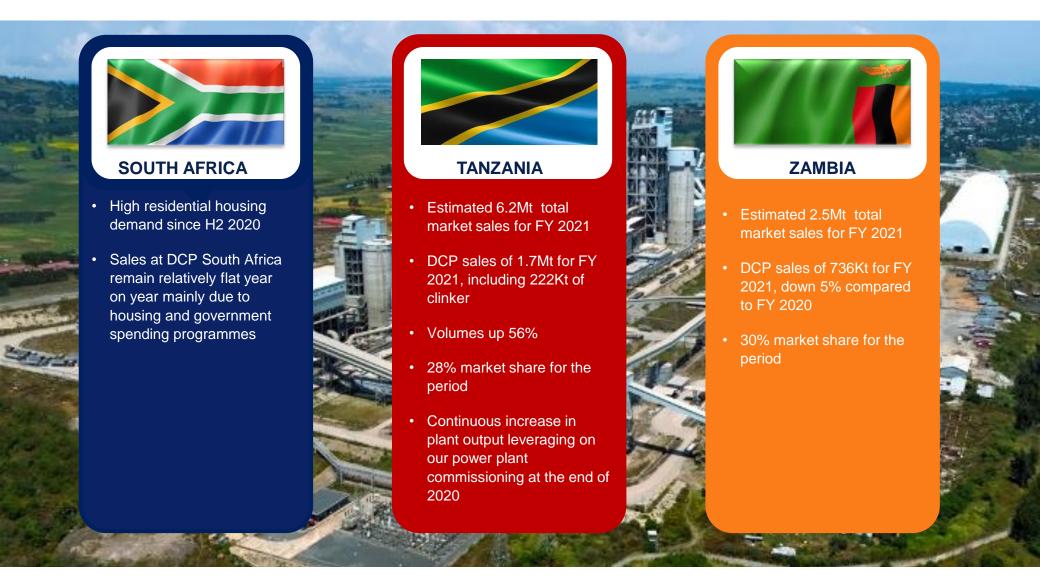
# **Country updates**





# **Country updates**





# **Debt and Liquidity**





# Track record of accessing Debt Capital Market



### **Bond Programme**

In April 2020, DCP successfully completed the issuance of its maiden #100B series 1 fixed rate 5-year bond.

In May 2021, DCP successfully raised series 1, Tranche A, B and C 3-year, 5-year and 7-year unsecured fixed rate Bonds, under a fresh NGN300 billion Debt Issuance Programme.

DCPs new #300B Multi-Instrument
Programme enables it to issue Green
Bonds and Sukuk, allowing the company to
consider leveraging the depth and breadth
of the Nigerian debt market.

### Bond - Key Terms

Bond	Date issued	Tranches	Pricing	Maturity
<b>₩</b> 100B	April 2020	-	12.5%	2025
		A -₩3.6B	11.25%	2024
₩50B	May 2021	B - ₩10.4B	12.5%	2026
		C - <del>N</del> 35.9B	13.5%	2028

₩50B was issued under a new 300B Debt Issuance Programme

Commercial Paper Programme

Issued an aggregate of almost NGN500 billion in Commercial Papers since 2018.

In August, we successfully established of a new #150 billion Commercial Paper Programme

	Outstand	ling Comm	ercial Paper	
Series	Value (₦bn)	Tenor	Discount rate	Due date
Series 1	15.200	90 days	8.5%	24-02-22
Series 2	7.958	180 days	9.0%	25-05-22
Series 3	17.842	270 days	9.3%	23-08-22



Dangote Cement's #100bn maiden Senior
Unsecured Bond has been selected as the winner of
this year's Bonds, Loans & Sukuk Africa Awards for
Local Currency Corporate Bond Deal of the Year.

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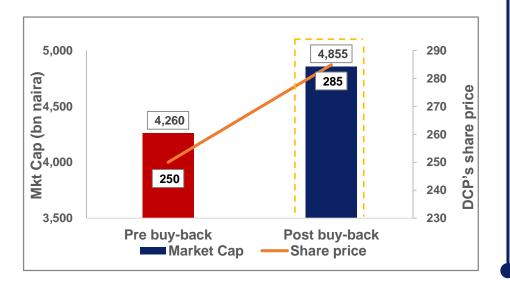
# Successful share buy-back programme



In January 2022, DCP completed the second tranche of its buy-back programme.

### Buy-back - tranche II

- DCP's bought back 0.74% of its issued and fully paidup ordinary shares.
- The buy-back was exercised at an average price of ₩276.89/share.
- The overall outcome of the tranche II buy-back was successful, with DCP achieving a record share price of ₩284.9/share.
- Post buy-back market capitalization was ¥4,854.8 billion.



### **Dangote Cement share buy-back summary**

Share Capital Analysis	
Pre-Buy-Back number of shares <sup>1</sup>	17,040,507,404
Shares bought back (Tranche I)	(40,200,000)
Shares bought back (Tranche II)	(126,748,153)
Total number of residual issued and fully paid outstanding shares	16,873,559,251
Total shares bought back (Tranche I&II)	166,948,153
Percentage of shares bought back	0.98%
Number of shares cancelled	Nil

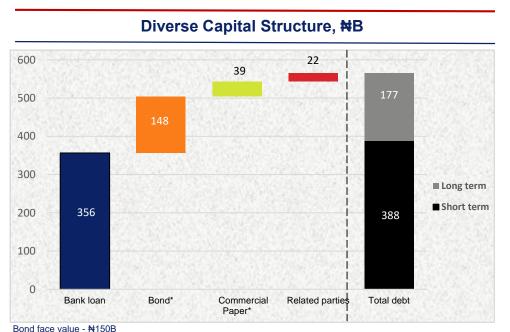
The share buy-back programme reflects DCP's commitment to continuously improve shareholder's wealth

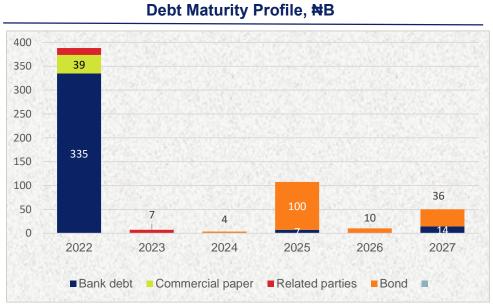
Investor Presentation

# **Robust Capital Structure**



### Strong balance sheet with available liquidity





Commercial Paper face value – N41B

- The available liquidity, cash generation and undrawn borrowing capabilities secure DCPs short-term debt coverage
- Strong FY cash flow generation leading to cash flow from operating activities of ₦682.9B, up 41.2% year on year.

# **Accorded the Highest Issuer Rating by GCR**



### **LENDING DIVERSIFICATION**

Facility	Pricings	Draw down	Tenor
Bond	12.5%	<b>₦</b> 100B	2025
Bond (tranche A,B&C)	11.25%- 13.5%	<b>₩</b> 50B	2024-2028
Bank debt	various	₩356B	2021-2023
Commercial Paper	8.3-9.3%	<del>N</del> 41B	2022
Related parties	6%-8.5%	<b>₩</b> 22B	2021-2025

The only Nigerian corporate to receive the AAA issuer rating by GCR

### **RATINGS**

- On 30 March 2021, Global Credit Ratings
  - upgraded the long-term Issuer rating to AAA (NG) and affirmed the short-term issuer rating of A1+(NG), with outlook as Stable
  - upgraded the long-term Issue rating of AAA (NG) accorded to DCPs existing N100bn Series 1 Fixed Rate Bond and assigned an indicative rating of AAA (NG) to its proposed Up to N300bn Bond
- On 2 December 2021, Moody's:
  - affirmed (P)B2 local currency rating and Aa3.ng national scale rating (NSR) to the NGN300 billion domestic medium-term programme issued by DCP
  - affirmed DCP's B2 long term corporate family rating (CFR). The rating outlook is stable, similar to that of the sovereign



# Sustainability



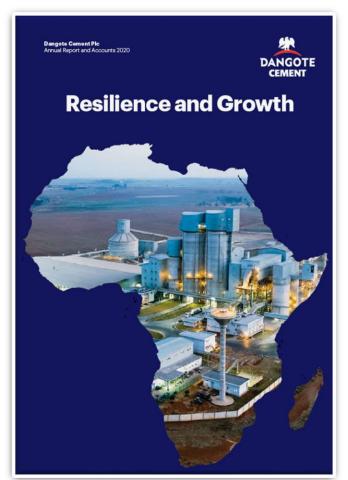
# **Sustainability & Governance – The Dangote Way**



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

We released our 2020 combined Annual Report and Sustainability Report with ESG data presented as per Global Reporting Initiative (GRI) referential and external assurance by Deloitte.

First listed company on the NGX to issue a report combining our financial and non-financial information



### **Sustainability Reporting Best Practices**







SEC Code of Corporate Governance













# Institutional Pillar – Strong Governance Framework





Note: \* denotes Independent Non-Executive Directors.

- 1. Chairman of Committee
- . The Statutory Audit Committee is not a Committee of the Board
- 3. Passed away 14 November 2021

# **Environmental Pillar – Focus on Alternative Fuel project**









### **Circular Economy Model**

We have increased corporate focus and strategy by committing to the use of alternative fuel sources in our energy mix.

Waste type	We are exploring fully the feasibility of increasing the use of alternative energy in our cement production, through co-processing of wastes such as: agro wastes, waste lubricants, tyre derived fuels, saw dust, packaging materials
Benefits	<ul> <li>Lower CO2 emission</li> <li>Alternative energy sourced from environment reduces cost and supports local economies</li> <li>Lower dependance on foreign currencies</li> <li>Sustainable waste management</li> </ul>

### **Alternative Fuel Project**

So far this year, DCP's plants are installing AF equipment (Mechanical Multi-Fuel systems ) that can process diverse types of wastes

- Thermal substitution rate is estimated at
   2.6% for FY 2021 vs. 1.7% in FY 2020.
- DCP co-processed 89,000 tons of waste in 2021, an increase of 60% over 2020

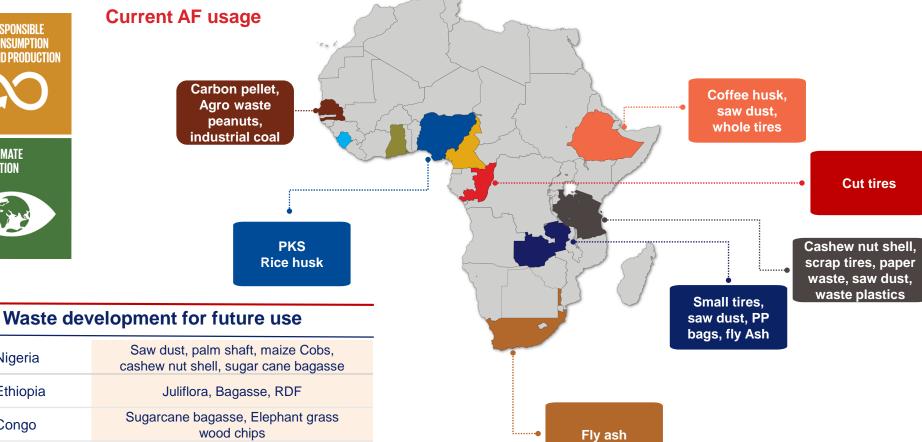
	Wastes co-processed include:		
1	Waste lubricants		
2	Biomass/Agro wastes (Rice Husks, Palm kernel shells, peanuts shell, Cashew Nut shell, Coffee Husk , Saw dust)		
3	Industrial wastes (Paper waste, waste Plastics)		
4	Scrap tires		
5	Fly ash		

	FY 2021	FY 2020	%
Energy consumption (Kcal/kg)	828	860	(3.7)
CO2 emission (kg CO2/tonne)	644	623	3.4
Water consumption (m3/tonne)	277	264	4.9

# **Environmental Pillar – AF usage across our operations**







# Nigeria Ethiopia

Congo

Senegal Industrial waste, Biomass, Fly Ash

South Africa Scrap tires

Sugar Cane, Tobaco dust, plastic waste, maize Tanzania husk Charcoal Briquettes, Cashew nut shell

Zambia Agro waste, wood chip

# **Environmental Pillar – CDP rating upgraded to B-**



RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION







- Submission to Carbon Disclosure Project (CDP)
- Rated "B-" by CDP on our carbon disclosure for 2021
- One of the highest ratings in Sub-Saharan Africa and the only Nigeria company rated by CDP
- In 2021 DCP became a CDP supporter.

2019

Awareness band: Knowledge of impacts on, and of, climate issues

2020

Awareness band: Knowledge of impacts on, and of, climate issues

2021

Management band:

Taking coordinated action on climate issues



As a mission-based non-profit that runs the global environmental disclosure system, CDP greatly values the support of Dangote Cement. Action this decade is critical to ensuring that we can limit global warming to 1.5°C and safeguard our planet's natural resources. Quite simply what is measured can be managed. Through its 2021 disclosure to CDP, Dangote Cement has demonstrated its clear commitment to transparency around its environmental impacts and its strategies for action. This benefits the company as well as its shareholders, customers, and employees alike.

Sonya Bhonsle, Global Head of Value Chains & Regional Director Corporations

### 2021 World Environment Day (WED) Commemoration

**36** initiatives 20 awareness sessions & campaigns

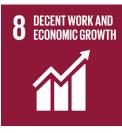
829 trees planted

Over **850** employees volunteered for various environment friendly initiatives



# Financial Pillar – Creating value for shareholders







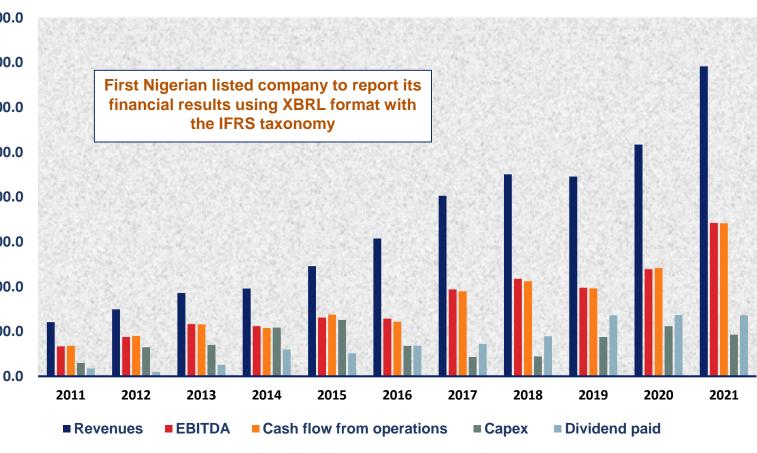






buy-back programme.





**19%** 11-year CAGR

**REVENUE** 

**18%** 11-year CAGR

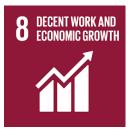
**EBITDA** 

11-year CAGR

**DIVIDEND** 

# Financial Pillar – XBRL Reporting







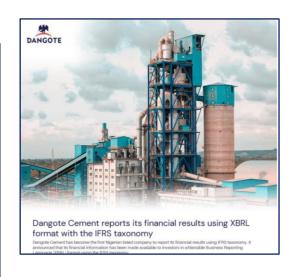
First Nigerian listed company to report its financial results using eXtensible Business Reporting Language (XBRL) format with the IFRS taxonomy

### Quotes

"We believe that adopting XBRL reporting will strong benefit Dangote Cement's existing and potential investors. It represents another step in Dangote Cement's continuing efforts to modernise and enhance transparency of, and access to, companies' disclosures.

It will enable our publicly available financial information to be captured accurately and promptly, thus bringing uniformity of our results on all the platforms and ensuring that investors and analysts who use these platforms have the correct information. Although XBRL reporting is not mandatory for companies listed on the Nigerian Exchange, it is becoming a universal format to exchange financial data and promotes the coordination of international reporting requirements.

The implementation of XBRL demonstrates Dangote Cement's strong dedication to reaching international reporting and corporate governance standards. As Africa's leading cement producer, we are leading the way with our commitment to sustainability and best practice. We are driven by the goal of achieving the highest level of governance and building a prosperous and sustainable brand for all our stakeholders. Transparency and consistency are at the core of every part of our business culture."





Michel Puchercos Chief Executive Officer, Dangote Cement

# Social Pillar - COVID-19 Interventions continue in 2021



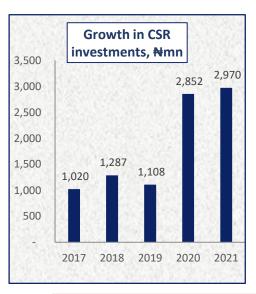


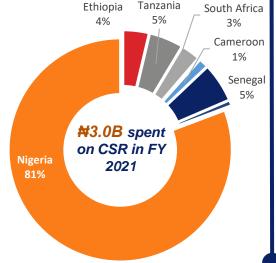


### **Lagos State Isolation Centre donated by CACOVID**

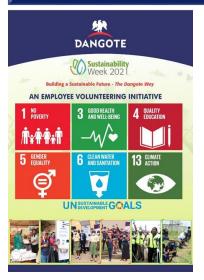


### 148 CSR projects completed in FY 2021





### Sustainability week



- Key initiatives included 'Waste to Wealth' campaigns, tree planting, skills & capacity building, donations to less privileged, etc.
- ✓ All initiatives focused on advancing six core SDGs: 1,3,4,5,6 & 13.
- ✓ Hundreds of DCP volunteers, in compliance with strict COVID-19 prevention protocols.

Theme: "Building a Sustainable Future: The Dangote Way"

Focus on schools, students, vulnerable, and environment



Dangote Cement women plant tree



Presentation of food and other household









