



UNACEM Corp 1Q2022 Conference Call

May 20th, 2022



Presenting today



Pedro Lerner

Corporate CEO



Alvaro Morales

Corporate CFO



Our new corporate structure...

- On January 1, 2022 simple reorganization was implemented
- Our new corporate structure will **focus on long-term value creation** for all of our stakeholders
- **Supporting** our **business units** in achieving their **best performance**
- We are working on our **2022-2026 Strategic Plan** which seeks to maximize investments and unlock synergies for the Group

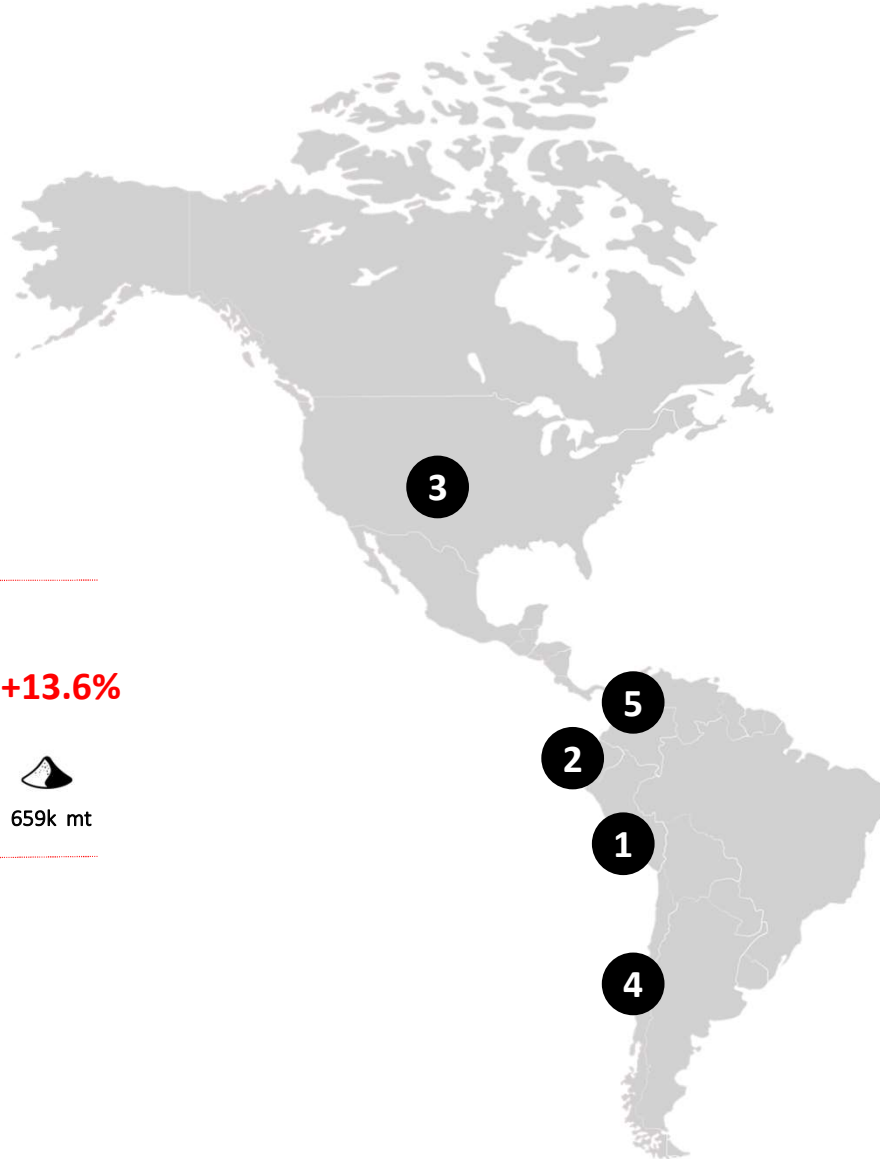


1Q2022 HIGHLIGHTS



- Revenues increased +26.4%
- EBITDA increased +13%
- Leverage ratio: 2.2x , within our target
- Strong volumes across the board : cement operations with double digit growth
- S&P/BVL Peru General ESG Index

Strong volumes in 1Q22



1 Perú

+10.5%



1.6 M mt

-1.2%



548k m³

+23.7%



499 GW

2 Ecuador

+12.9%



318k mt

-15.9%



26k m³

3 EEUU

+28.5%



170k mt



225k m³



659k mt

4 Chile

+14.1% **+59.5%**



85k mt



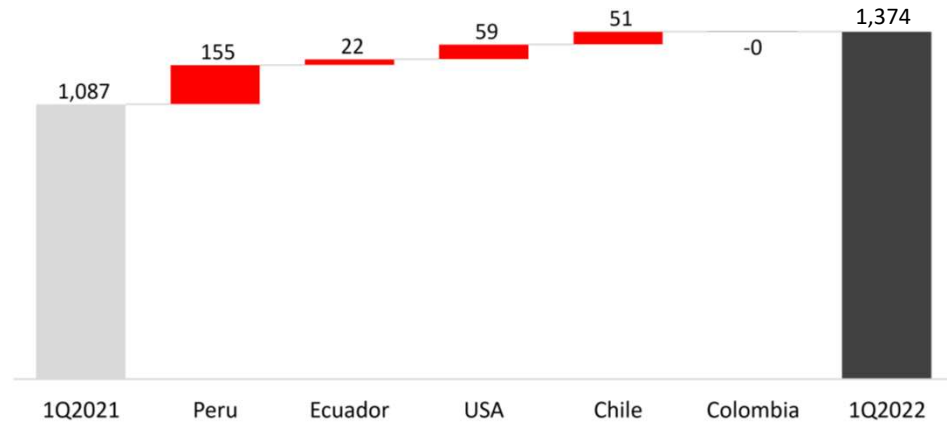
259k m³

5 Colombia

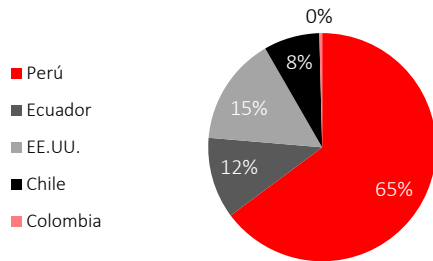
Important growth in revenues YoY

	1Q2021	1Q2022	Var.
	million S/	million S/	%
Revenues	1,087	1,374	26.4%
COGS	-743	-957	28.7%
Gross profit	344	418	21.5%

Revenues 1Q2022
(PEN million)



Revenues by country 1Q22

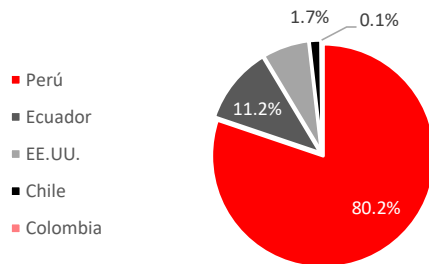


- Revenues: strong volumes across all business units with higher averages prices
- COGS: higher volumes and increase in fuel cost mainly in the cement operations

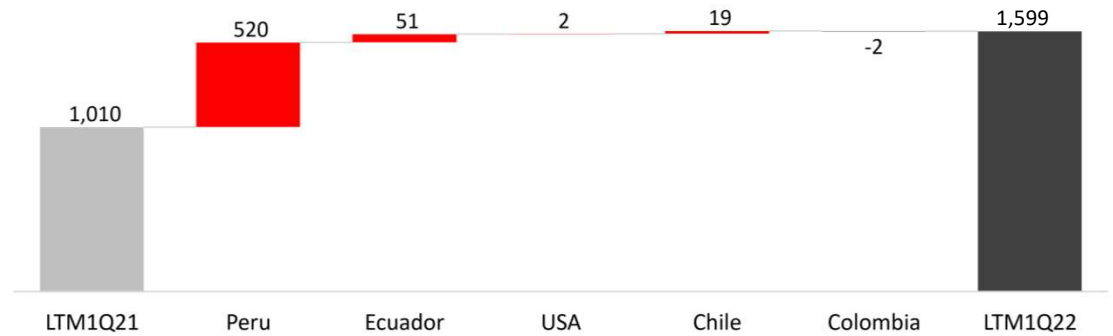
With a higher EBITDA YoY and LTM ...

	1Q2021	1Q2022	Var.
	million S/	million S/	%
Administrative expenses	-67	-96	43.1%
Selling expenses	-20	-24	18.9%
Other income	99	7	-92.5%
Other expenses	-16	-6	-59.0%
Operating profit	339	298	-12.2%
EBITDA	374	422	12.7%
EBITDA Margin (%)	34.4%	30.7%	-10.9%

EBITDA by country 1Q22



LTM EBITDA
(PEN million)

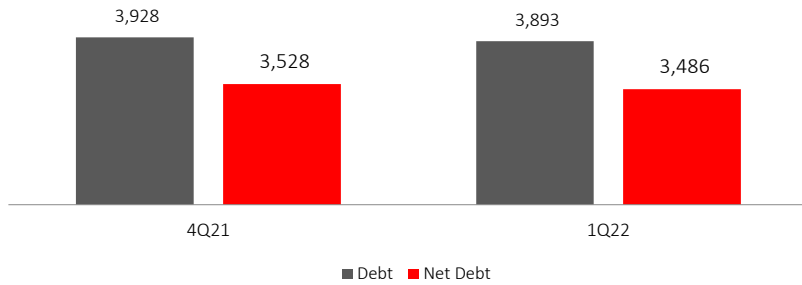


LTM EBITDA was **58.2%** higher due to:

- Lower fixed cost
- Higher sales volumes
- Normalized operations
- Higher SG&A

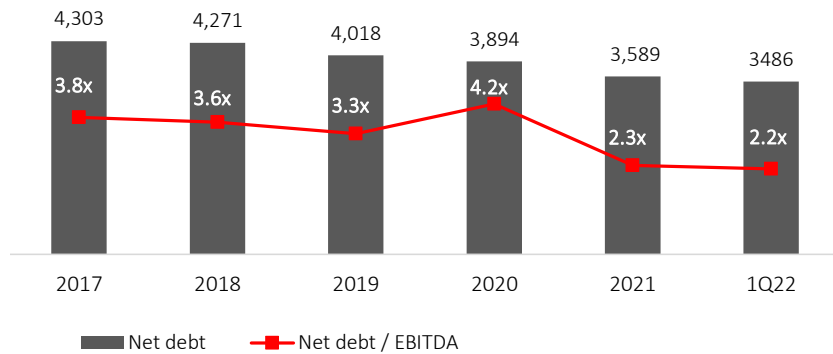
Achieving our leverage target...

Total Debt and Net Debt
(PEN millions)



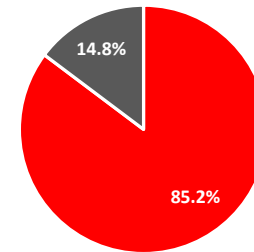
■ Debt ■ Net Debt

Leverage ratio



■ Net debt — Net debt / EBITDA

Total Debt FX Exposure



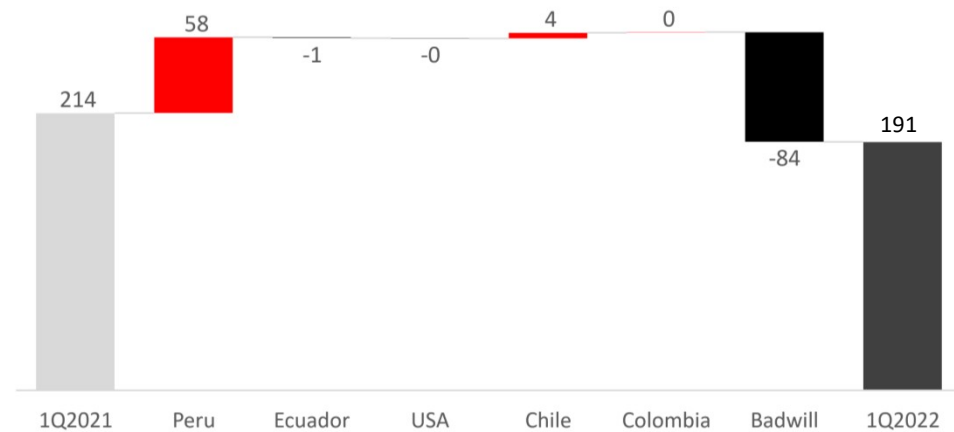
■ Local Currency ■ Foreign Currency

- Lower FX Exposure
- Short term debt maturities represent 22% of total debt

Net profit YoY

	1Q2021	1Q2022	Var.
	million S/	million S/	%
Financial Income	2	6	199.1%
Financial Expenses	-60	-47	-22.9%
FX differences, net	-20	42	---
Share of Profit (Loss) in net results from Equity-Accounted in companies	2	0	-71.6%
Profit before Income tax	263	300	14.2%
Income tax expenses	-49	-109	121.1%
Net profit	214	191	-10.4%

Net profit
(PEN million)



Net profit was 10.4% lower, during 1Q21 we recorded a non-recurrent non-cash income from Badwill related to UNACEM Chile acquisition



Q&A



Growing together to build a more sustainable world

