

Grupo UNACEM 4Q2022 Conference Call

March 7th, 2023



Presenting today



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Corporate CEO



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Disclaimer...



Please note that this presentation might disclose some forward-looking statements related to Grupo UNACEM based on currently known facts, expectations and forecasts, circumstances and assumptions regarding future events. Many factors could cause the future results, performance or achievements of Grupo UNACEM to be different from those expressed or assumed herein, so this should be considered for reference only

Grupo UNACEM Today

1 PERU



8.3 M tm
73 %



3.4 M m³
65 %



6.5 M tm
65 %



271 MW
41 %



357 MW
55 %

2 ECUADOR



1.7 M tm
15 %



0.2 M m³
4 %



24 MW
4 %

4 CHILE



0.6 M tm
6 %



1.2 M m³
16 %

3 EEUU



0.7 M tm
6 %

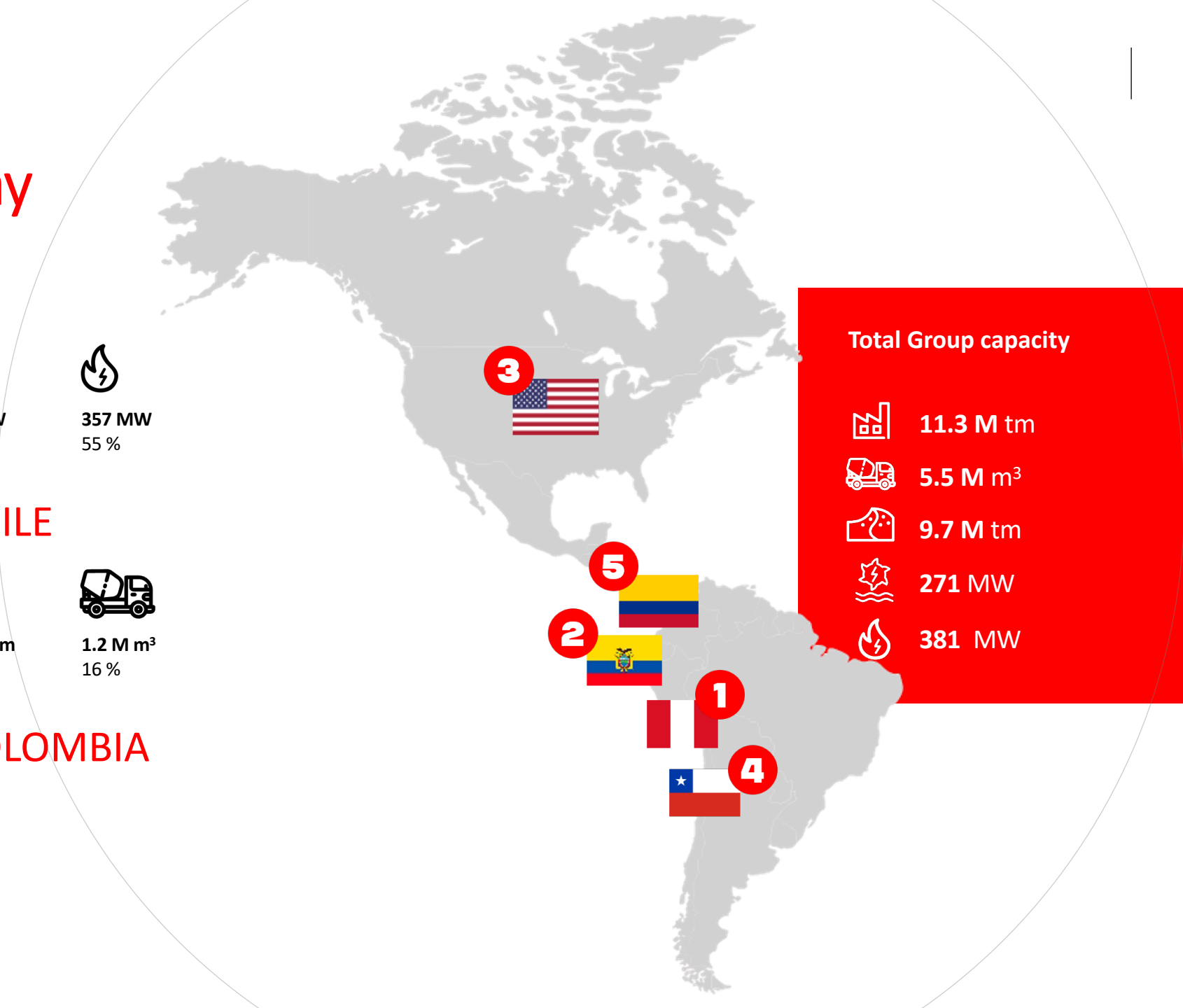


0.8 M m³
15 %



3.2 M tm
35 %

5 COLOMBIA



Total Group capacity



11.3 M tm



5.5 M m³



9.7 M tm




271 MW



381 MW


M&A transactions strengthened our portfolio

1



CT Olleros (2013)
 Chilca – Lima
 300 MW

- 198 MW open-cycle
- 102 MW combined-cycle




2

CONOVIA

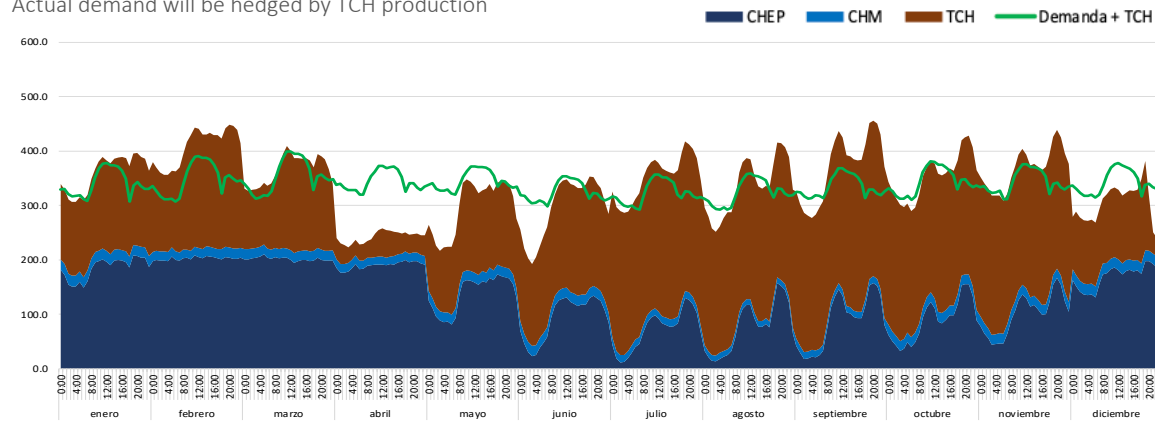
CONOVIA
 Aggregates quarry

- 15,000 tons per month



Aggregated Production vs Demand (MW)

Actual demand will be hedged by TCH production



2022 HIGHLIGHTS

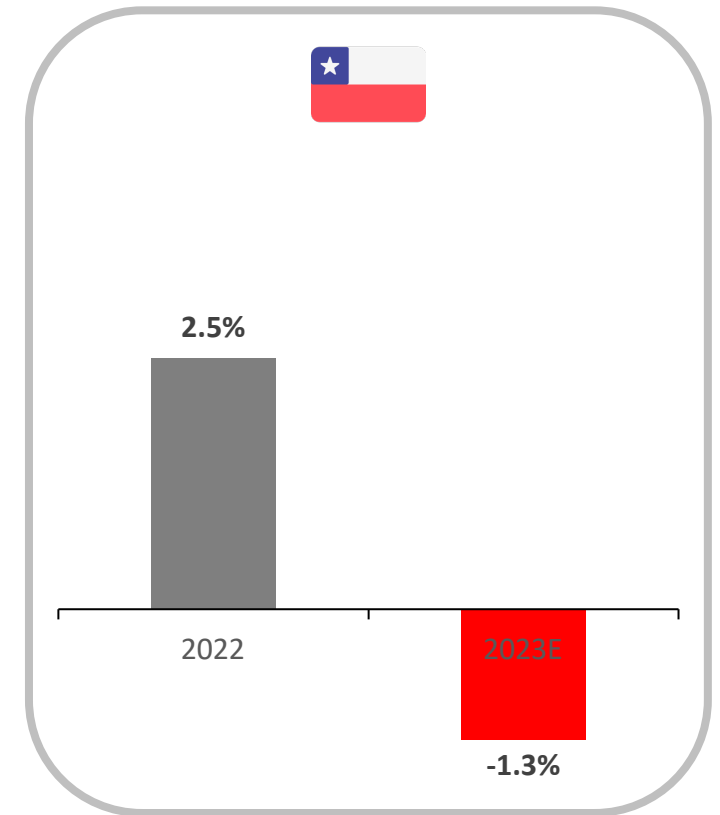
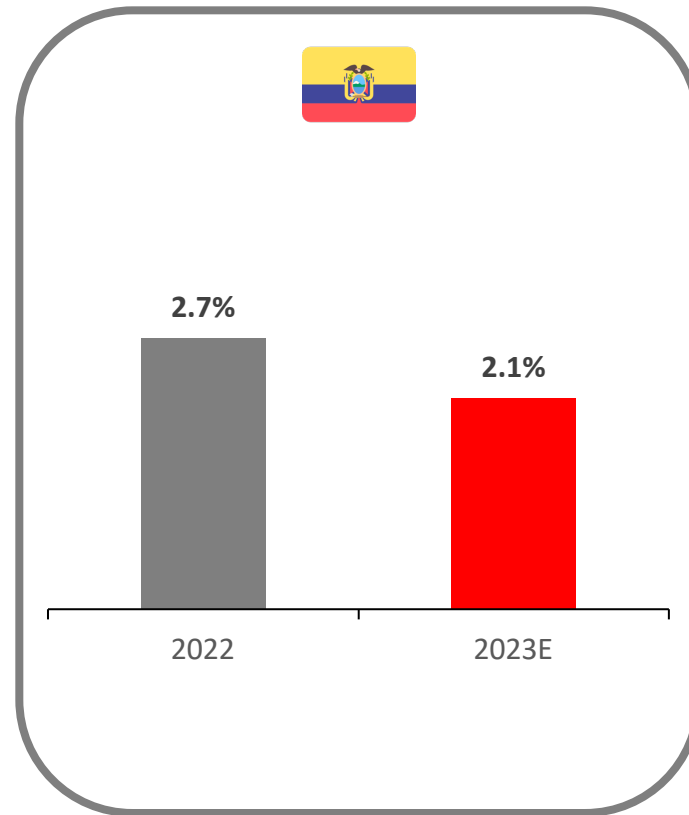
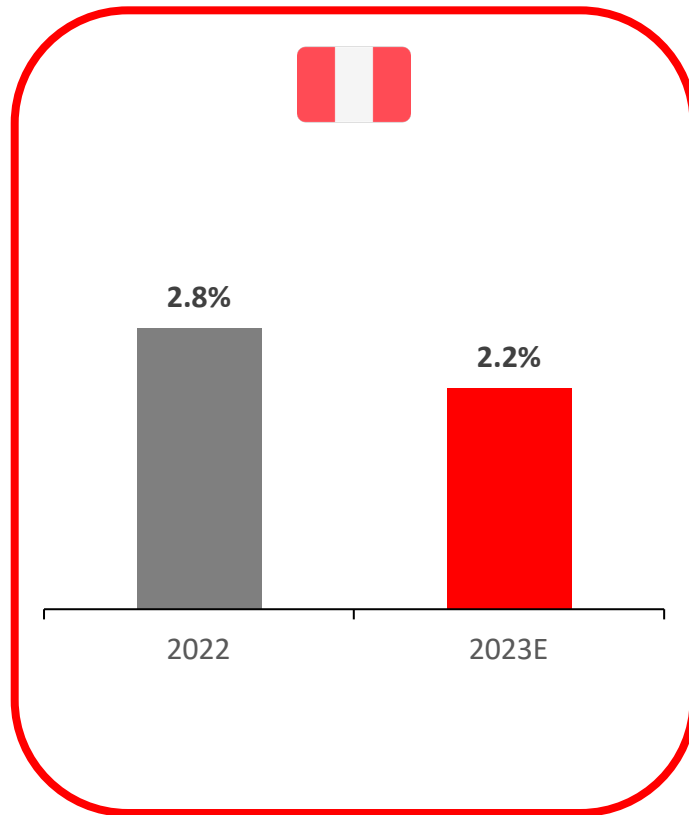


- EBITDA increased 1.3%
- Revenues increased +18.0%
- EBITDA margin of 26.3%
- Leverage ratio: 2.2x , within our target

Challenging macroeconomic environment in the region for 2023

GDP 2022 - 2023E

% Var

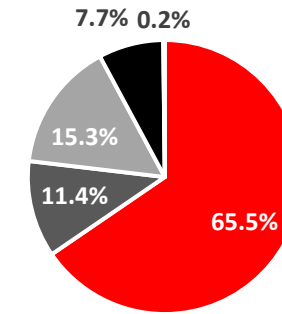
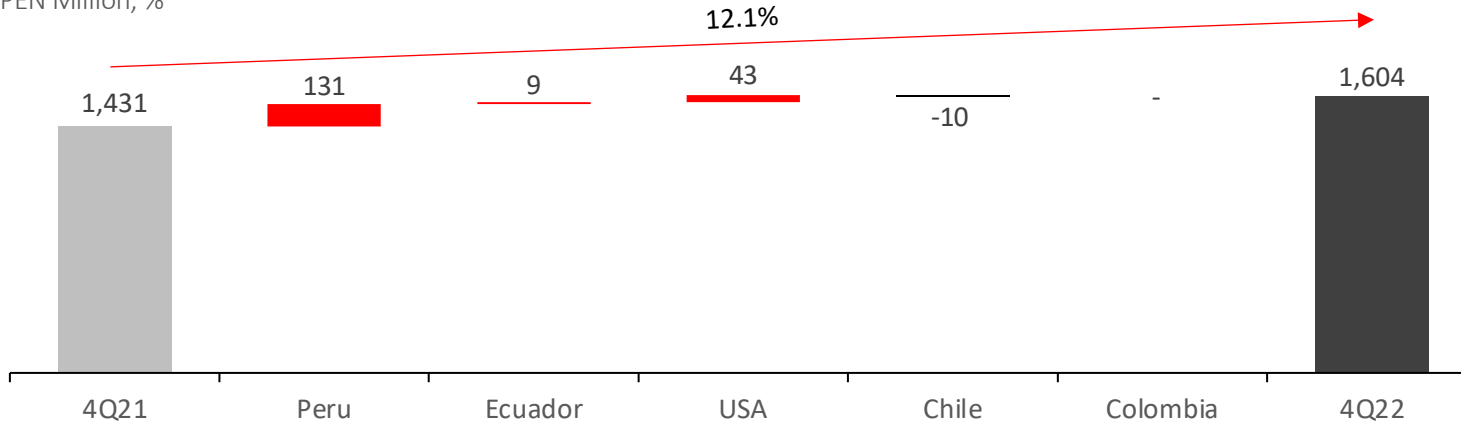


Forward looking 2023 expectations... 

Important growth in revenues YoY

4Q22 Revenue contribution by country

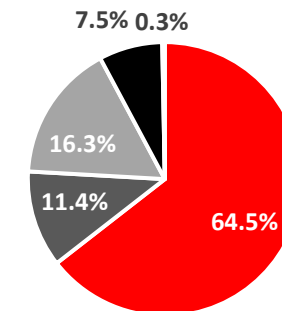
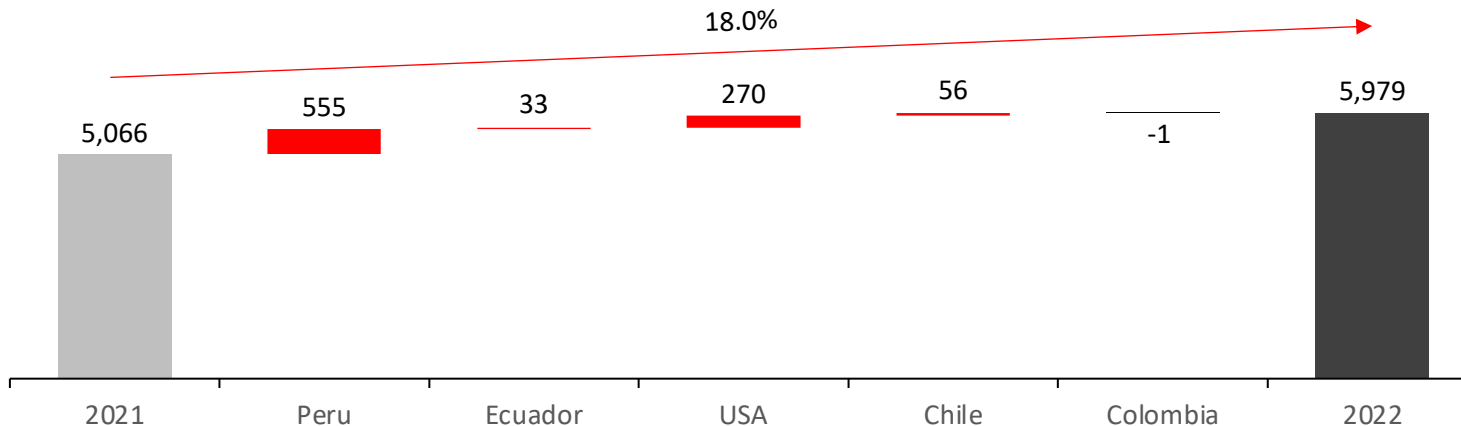
PEN Million, %



- Peru
- Ecuador
- USA
- Chile
- Colombia

























2022 Revenue contribution by country

PEN Million, %



- Peru
- Ecuador
- USA
- Chile
- Colombia

With strong volumes in 4Q22 and 2022

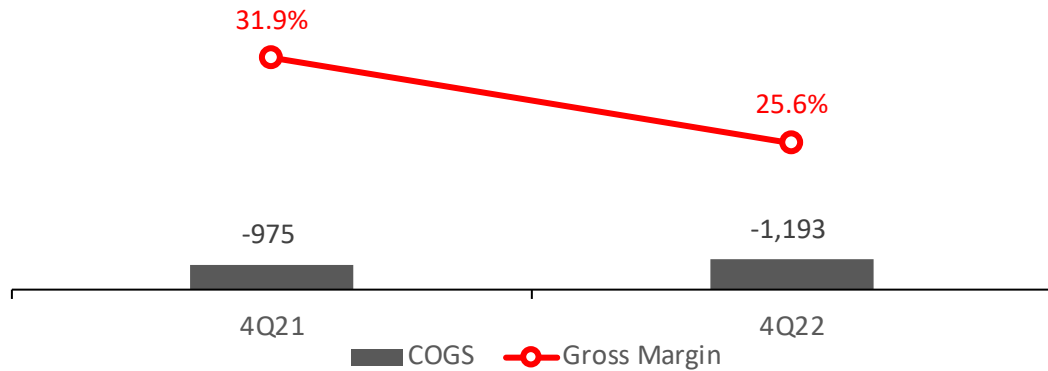
| | Volume 4Q22 | Volume 2022 |
|----------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | -0.2% +12.5% +10.7%    1.7 M mt 685k m ³ 521 GWh | +6.9% +5.0% +18.8%    6.7 M mt 2.5 M m ³ 2,017 GWh |
| 2  | +4.7% +59.5%   351k mt 37k m ³ | +3.8% +22.7%   1.3 M mt 136k m ³ |
| 3  | -4.5% +10.0% -1.1%    151k mt 228k m ³ 676k mt | +15.3% +22.9% +24.7%    667k mt 962k m ³ 3.1 M mt |
| 4  | +69.8% -34.5%   120k mt 217k m ³ | +74.8% -2.8%   430k mt 939k m ³ |



COGS increase due to higher volumes with gross margin control

4Q22 Cost of goods sold & gross margin

PEN Million, %

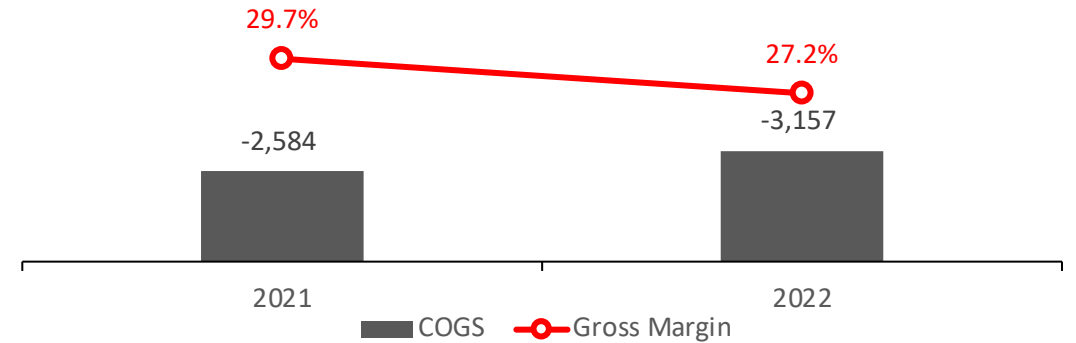


▪ **22.4% COGS increase & lower gross margin due to:**

- Higher sales volumes
- Higher fuel & raw materials costs
- Higher maintenance cost due to a program kiln stoppage in UNACEM Peru

2022 Cost of goods sold & gross margin

PEN Million, %



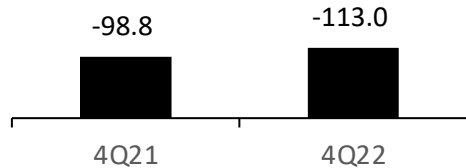
▪ **22.2% COGS increase & lower gross margin due to:**

- Higher sales volumes
- Higher fuel costs
- Higher raw materials costs

And an organic increase of operating expenses with some non-recurring expenses ...

4Q22 Administrative expenses

PEN Million

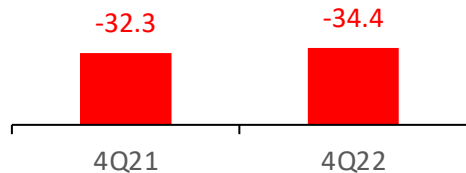


14.4% increase due to:

- Higher personnel expenses: workers profit sharing & boards fee.

4Q22 Selling expenses

PEN Million

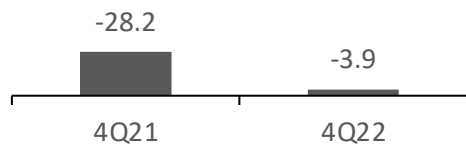


6.6% increase due to:

- Higher volumes sold

4Q22 Other income / expenses

PEN Million

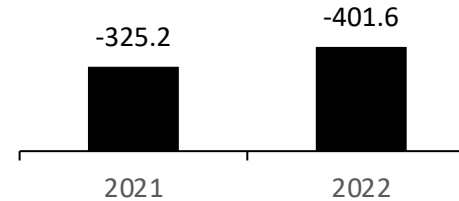


PEN24.3 M net increase due:

- Voluntary retirement program in 4Q22
- Non-recurrent sale of assets: mixer trucks

2022 Administrative expenses

PEN Million

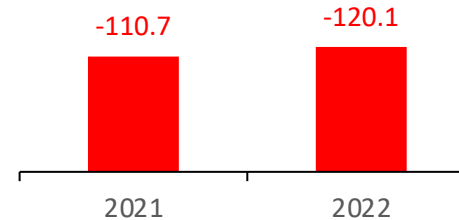


23.5% increase due to:

- Higher personnel expenses: workers profit sharing & boards fee.

2022 Selling expenses

PEN Million

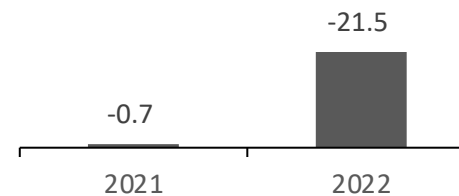


8.5% increase due to:

- Higher volumes sold
- Increase in advertising and branding expenses

2022 Other income / expenses

PEN Million



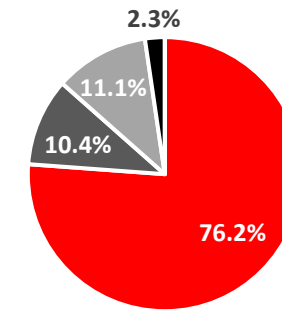
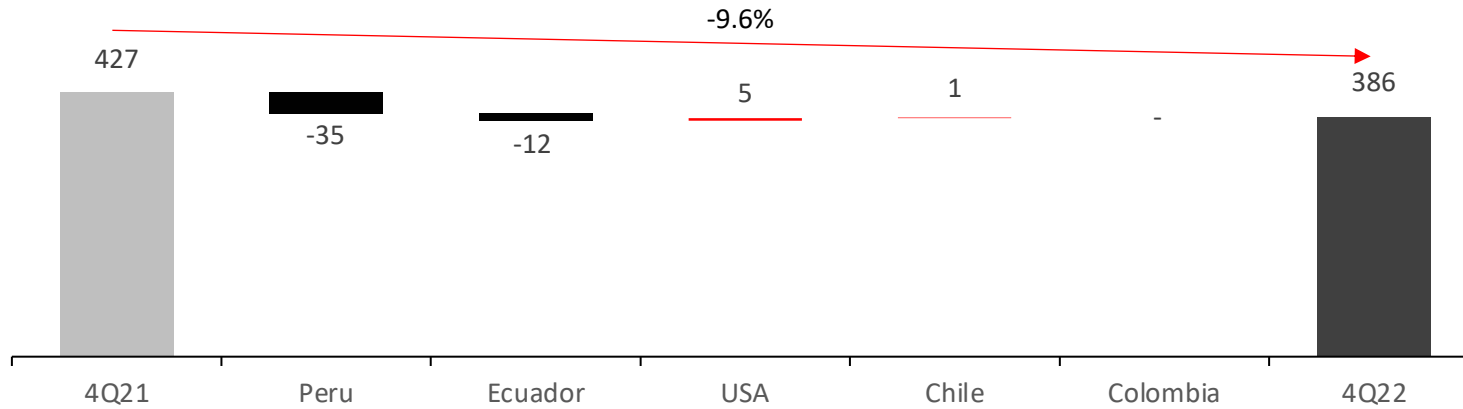
PEN20.7 M net decrease due:

- Non-recurring income from dividends in 2021
- Voluntary retirement program

Resulting in a solid EBITDA YoY and the full year ...

4Q22 EBITDA contribution by country

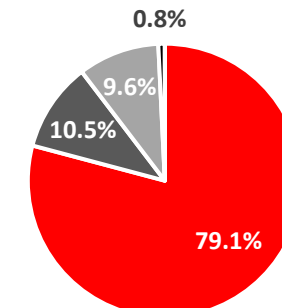
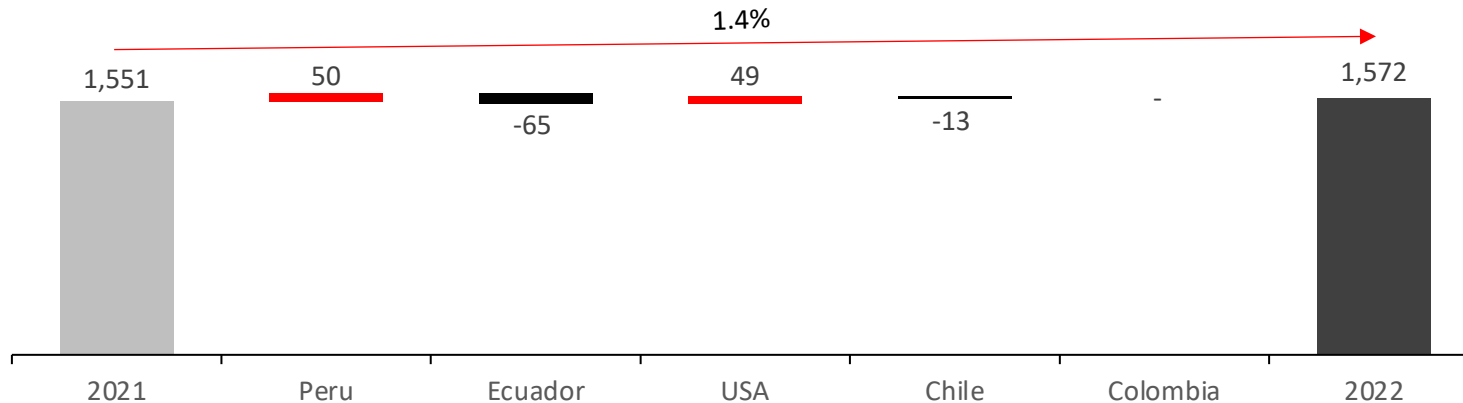
PEN Million, %



- Peru
- Ecuador
- USA
- Chile
- Colombia

2022 EBITDA contribution by country

PEN Million, %

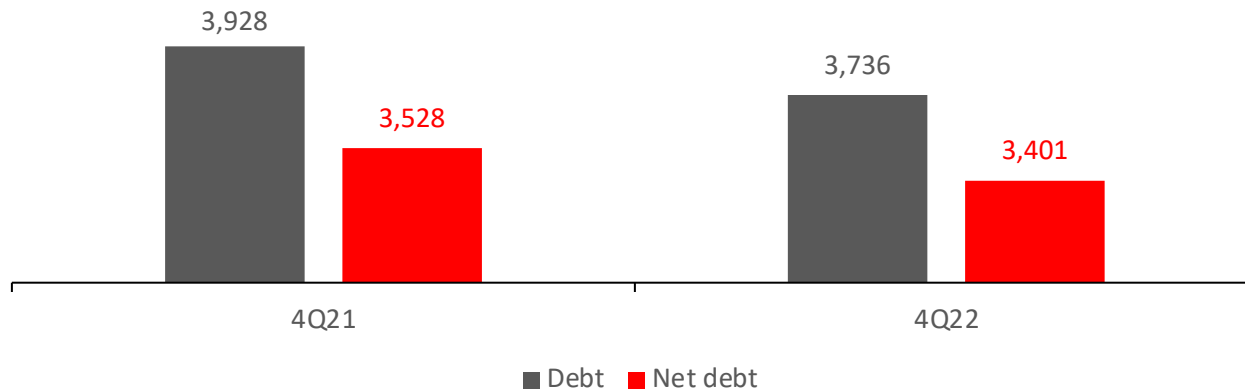


- Peru
- Ecuador
- USA
- Chile
- Colombia

Achieving our leverage target ...

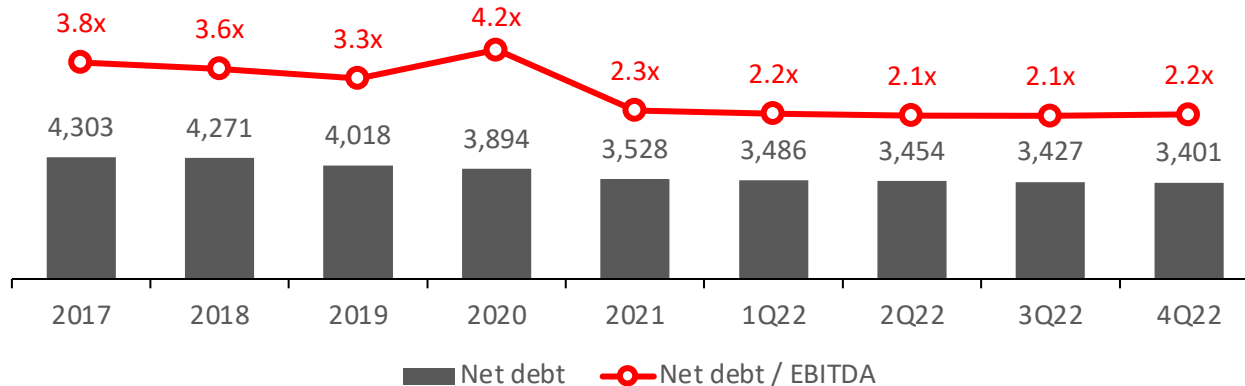
Total debt and net debt

PEN Million



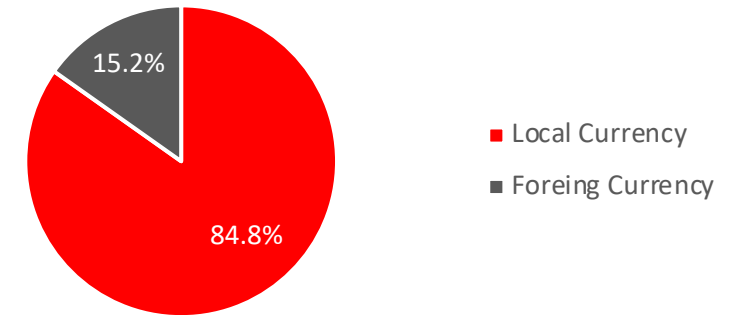
Net debt and leverage ratio

PEN Million, times



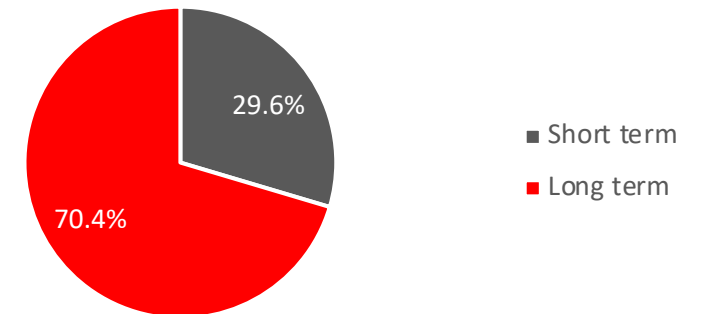
Total debt FX exposure 4Q22

%



Total debt maturity composition 4Q22

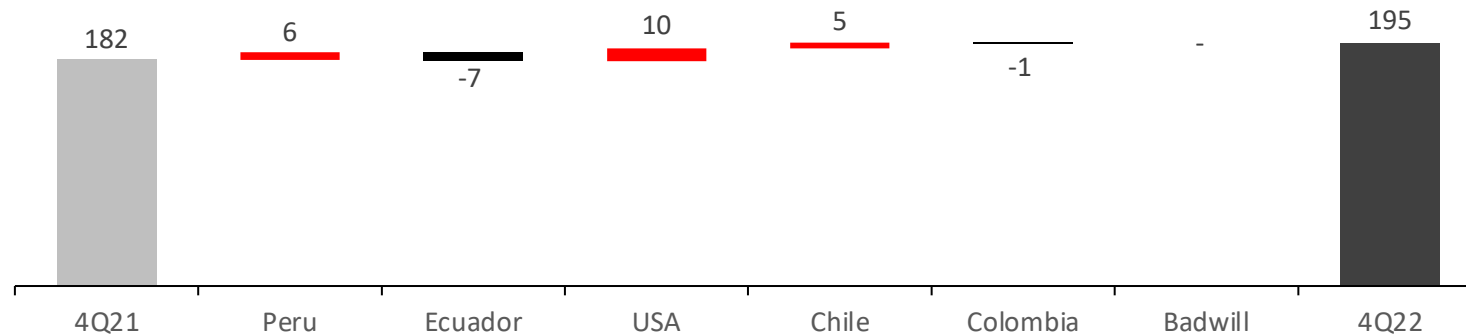
%



Delivering solid net profit results in the quarter and 2022 full year

4Q22 Net profit

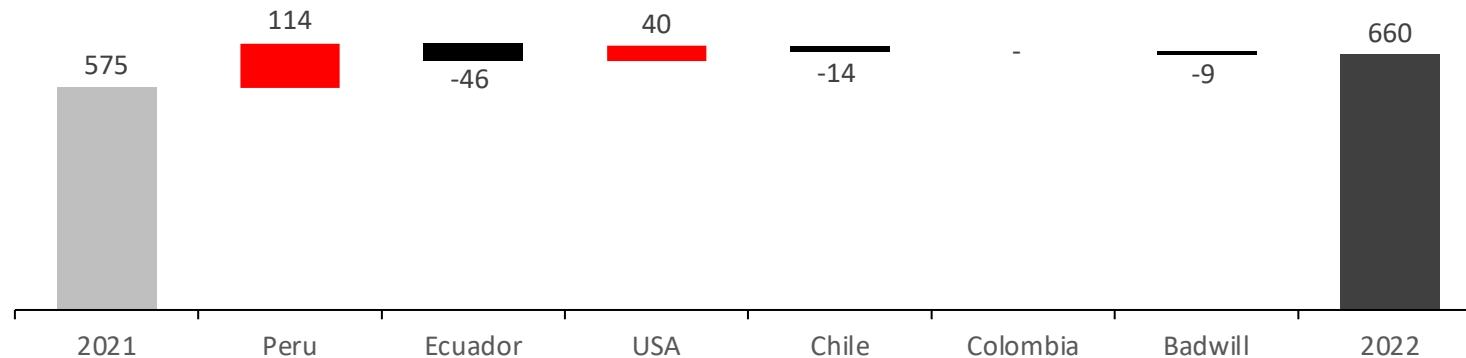
PEN Million



- **7.1%** increase compared to 4Q21
- Greater FX gain on 4Q22 that compensated the lower operating results vs 4Q21.

2022 Net profit

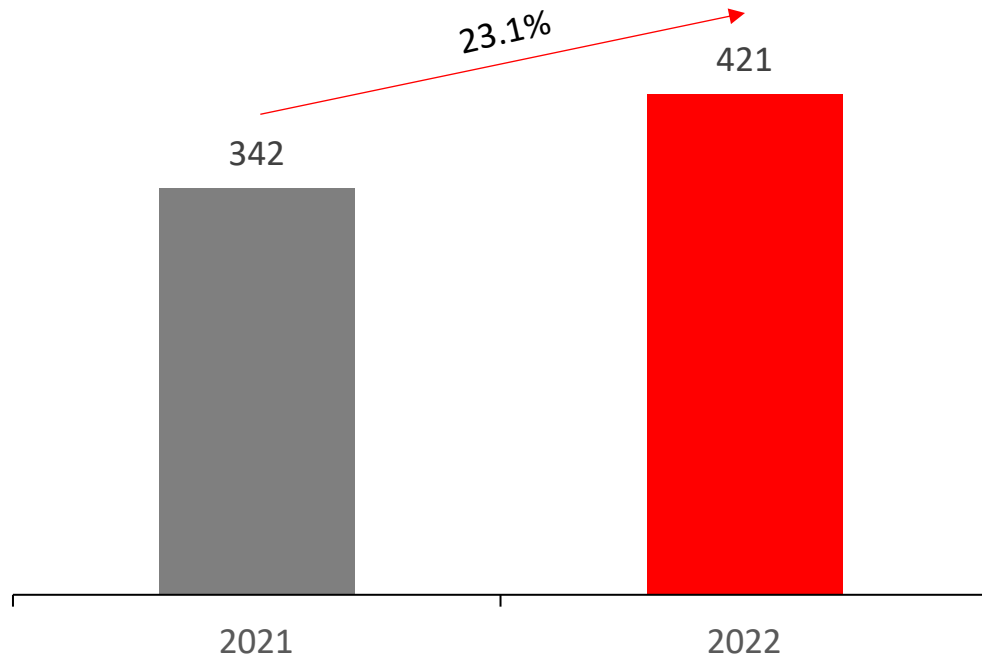
PEN Million




- **14.8%** increase compared to 2021
- FX gain in 2022 vs FX losses in 2021 despite higher income tax.

Executing investment projects that guarantee sustainable operations


2022 CAPEX
PEN Million




- 1**


 - New automated packaging system
 - Reinforcement of the multisilo
 - Mixer trucks & front loaders


- 2**


 - New milling
 - Warehouse

- 3**


 - Debottlenecking project in Kiln 2

- 4**


 - Precast mobile plant
 - Mixer trucks & front loaders

Q&A



Growing together to build a more sustainable world

