

UNACEM Corp 2Q2023 Conference Call

August 17th, 2023



Presenting today



Pedro Lerner

Corporate CEO



Alvaro Morales

Corporate CFO

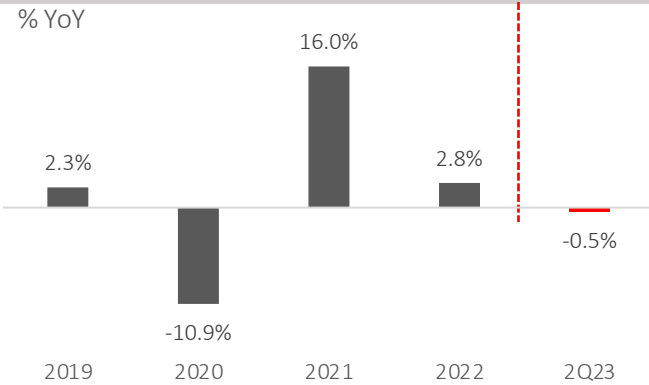
Disclaimer...



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

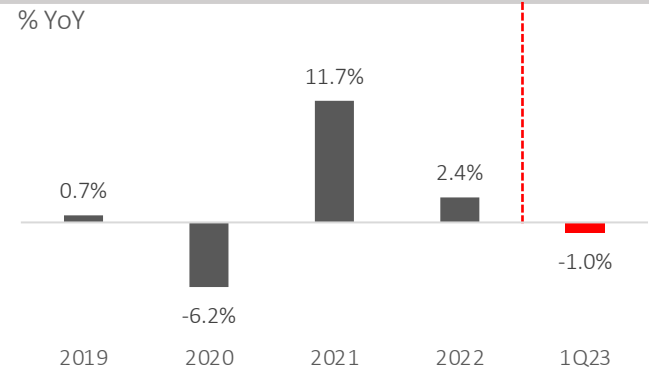
Latin American political turmoil remains affecting our market dynamics

Peru GDP



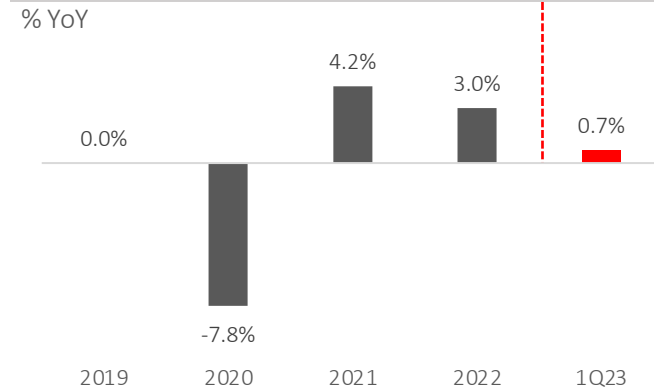
- Private investment has not recovered to pre COVID levels.
- Public investment recovered 15.4%

Chile GDP



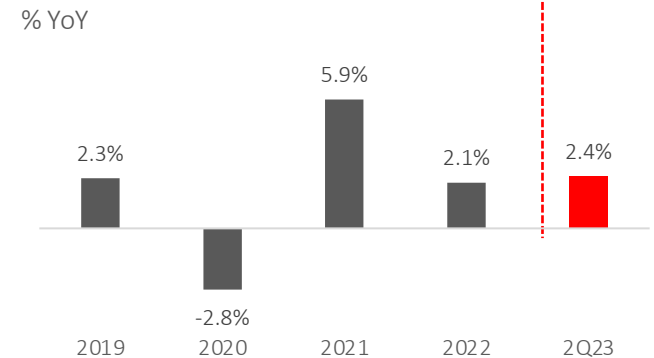
- Construction sector decrease 8.3% in the first half of 2023

Ecuador GDP



- We remain cautious due to political unrest

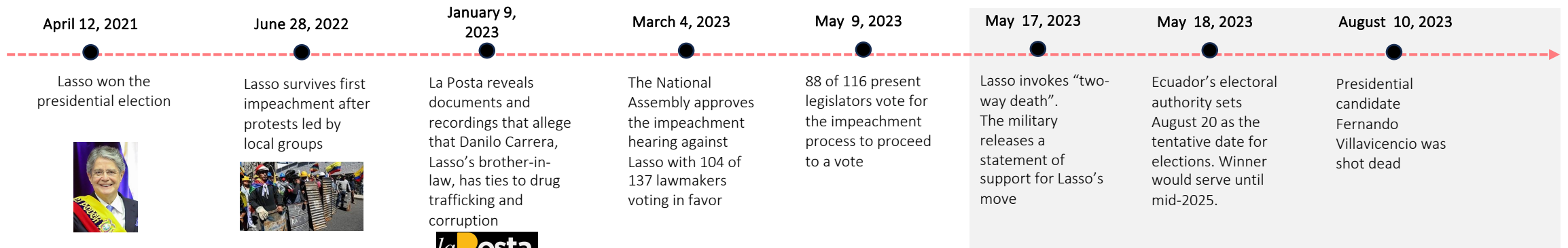
USA GDP



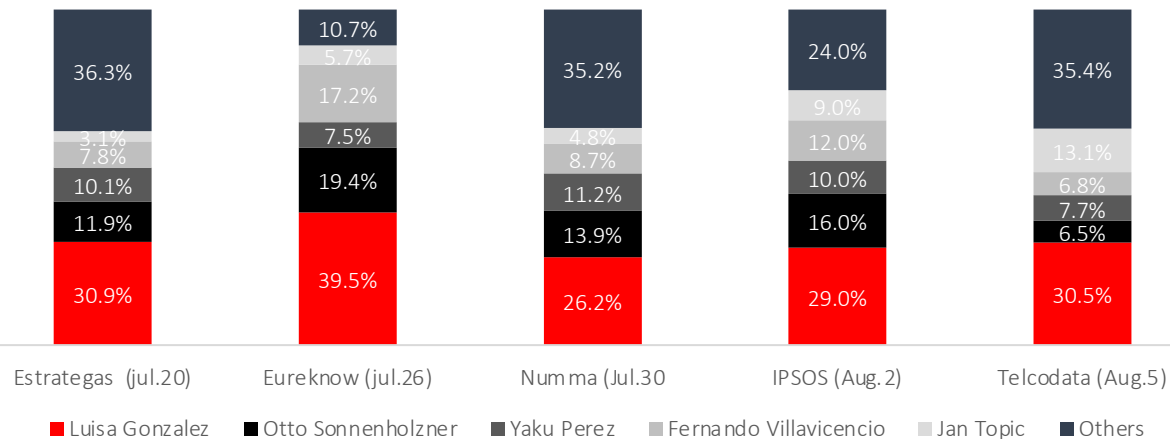
- Favorable business environment in the US

Ecuador political turmoil affects the market dynamics ...

Ecuador “two-way death”– timeline



Presidential Poll



Source: Americas Society Council of the Americas, Statista

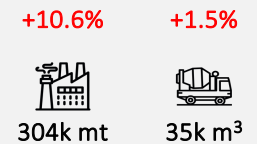
Main Candidates

Luisa Gonzalez: She was Secretary of Public Administration under Rafael Correa mandate, also served various positions in the Tourism Ministry during Correa's administration

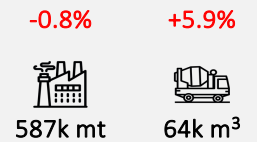
Otto Sonnenholzner: was elected to be the vice president of Ecuador in December 2018 under Lenin Moreno administration. For 12 years, he was the general manager of Radio Tropicana in Guayaquil

Ecuador operational highlight

Volume 2Q23

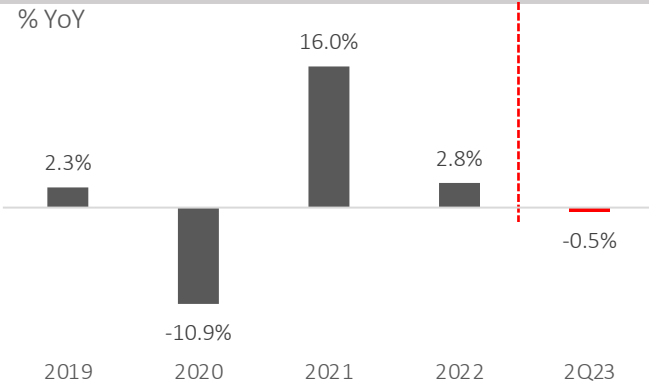


Volume 1H23



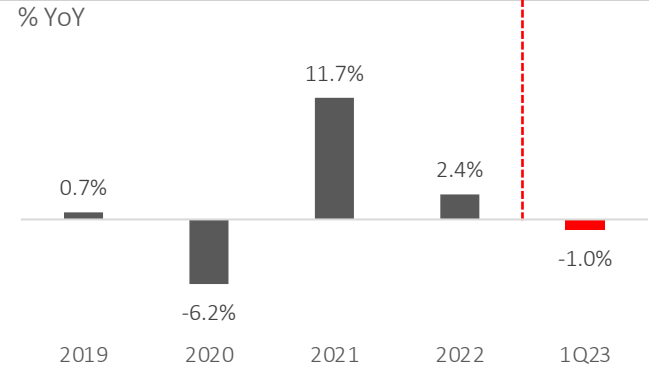
Latin American political turmoil remains affecting our market dynamics

Peru GDP



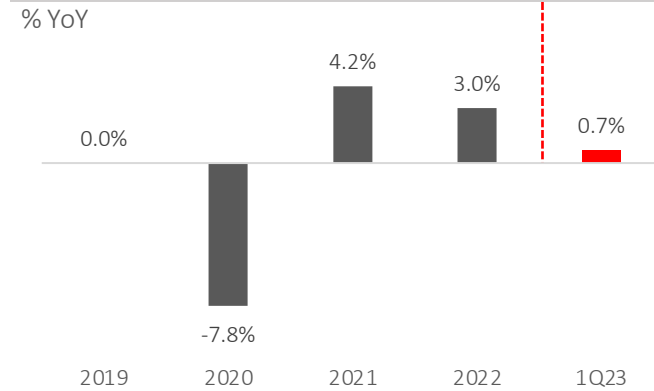
- Private investment has not recovered to pre COVID levels.
- Public investment recovered 15.4%

Chile GDP



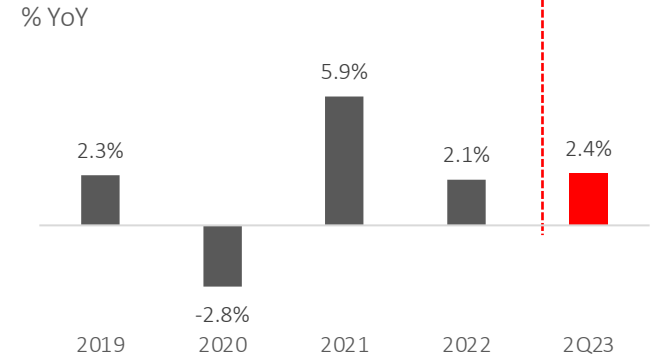
- Construction sector decrease 8.3% in the first half of 2023

Ecuador GDP



- We remain cautious due to political unrest

USA GDP



- Favorable business environment in the US

2Q2023 HIGHLIGHTS



- Revenues increased +9.0%
- EBITDA reached PEN 366 million
- Leverage ratio: 2.5x , within our target
- CELEPSA's exposure to marginal cost was offset by Termochilca's generation

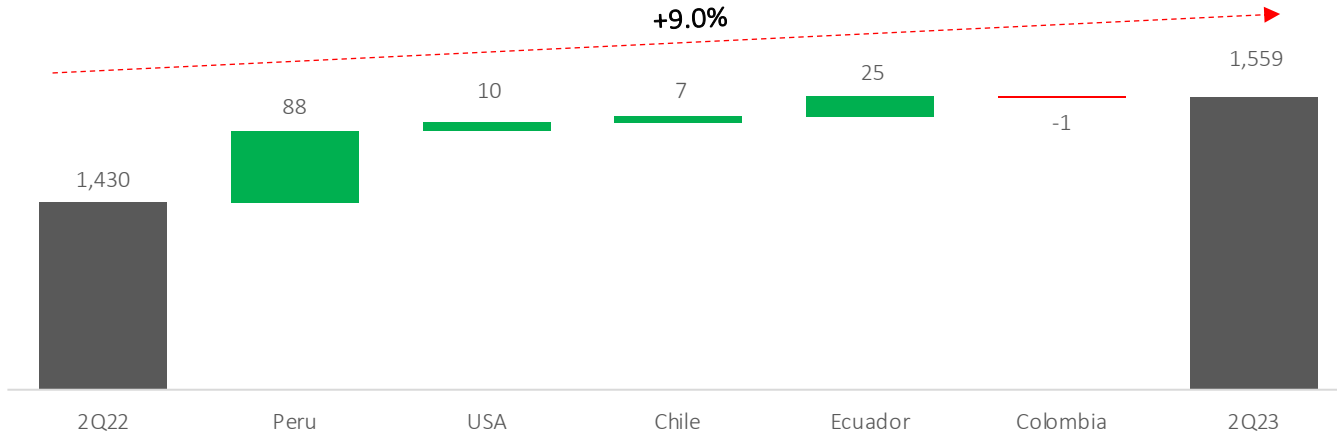
Forward looking expectations for 2023...



The Group recorded an increase in revenues

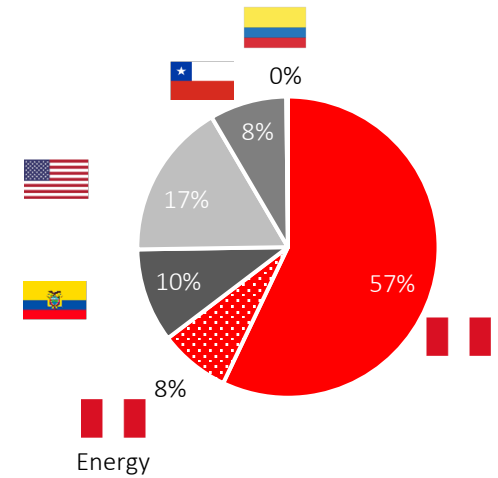
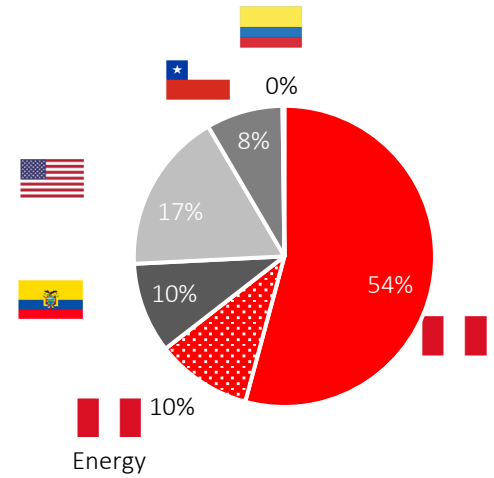
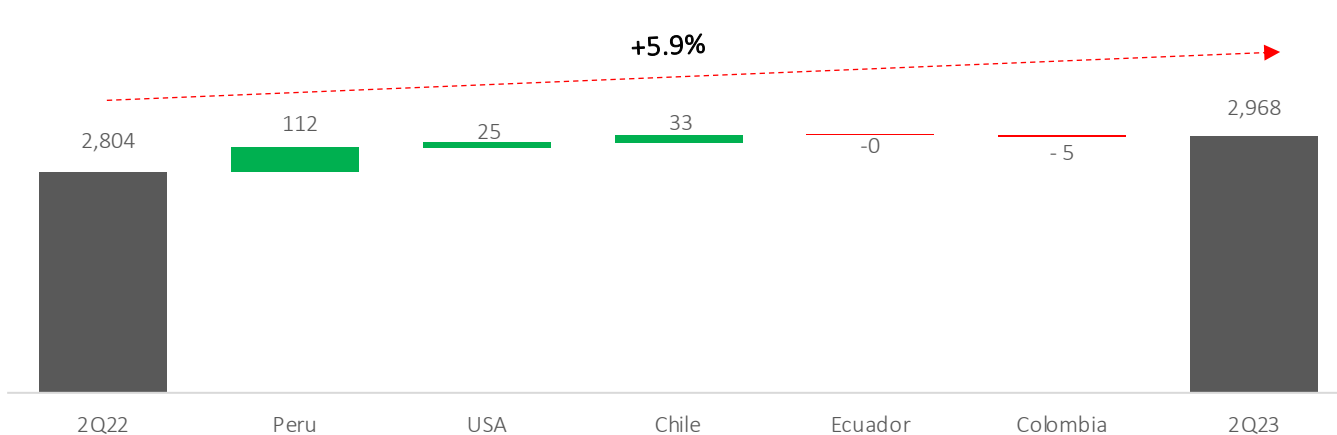
2Q23 Revenue contribution by country

PEN Million, %



























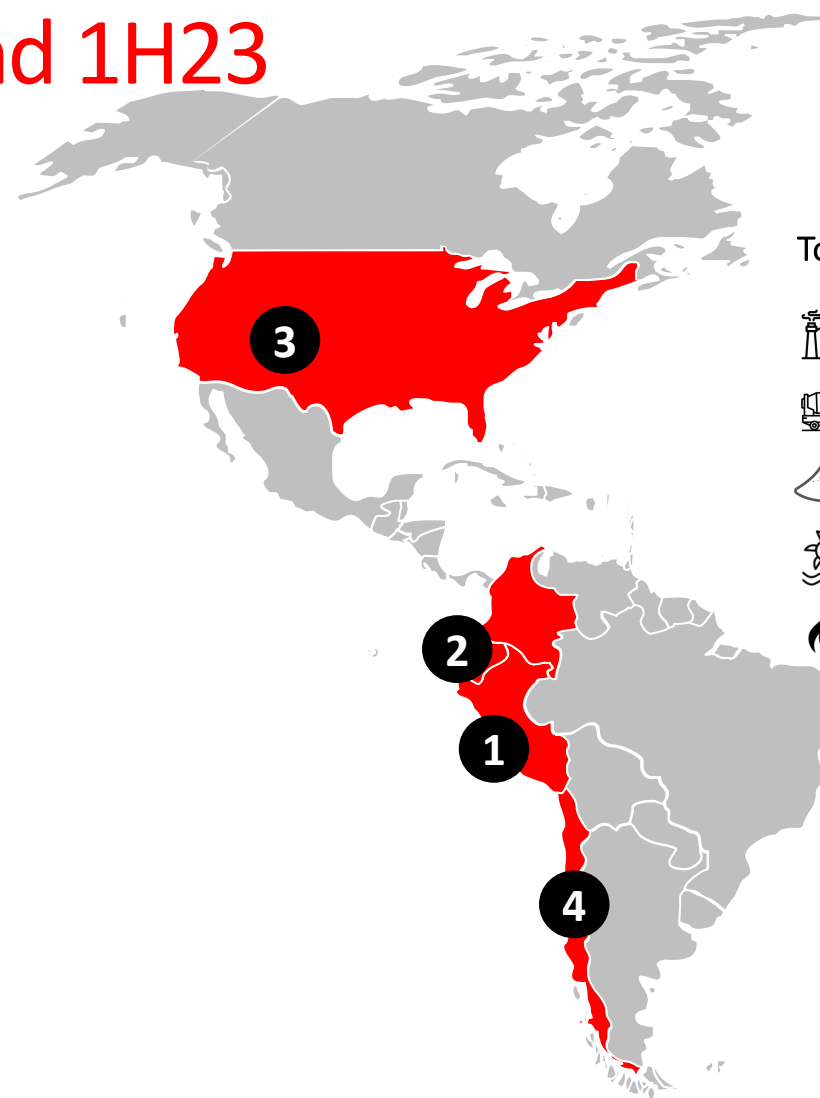
1H23 Revenue contribution by country

PEN Million, %





With important volumes in 2Q23 and 1H23


	Volume 2Q23			Volume 1H23		
1 	-13.2%	+1.3%	+89.8%	-10.6%	+9.4%	+48.7%
	 1.4 M mt	 600k m ³	 951 GWh	 2.9 M mt	 1.2 M m ³	 1,487 GWh
2 	+10.6%	+1.5%		-0.8%	+5.9%	
	 304k mt	 35k m ³		 587k mt	 64k m ³	
3 	-7.4%	-4.4%	-55.1%	-10.5%	-2.1%	-47.5%
	 165k mt	 267k m ³	 410k mt	 311k mt	 494k m ³	 826k mt
4 	+20.8%	-27.8%		+28.4%	-27.0%	
	 128k mt	 169k m ³		 246k mt	 360k m ³	





Total group's capacity

 11.3 M mt

 5.2 M m³

 9.7 M mt

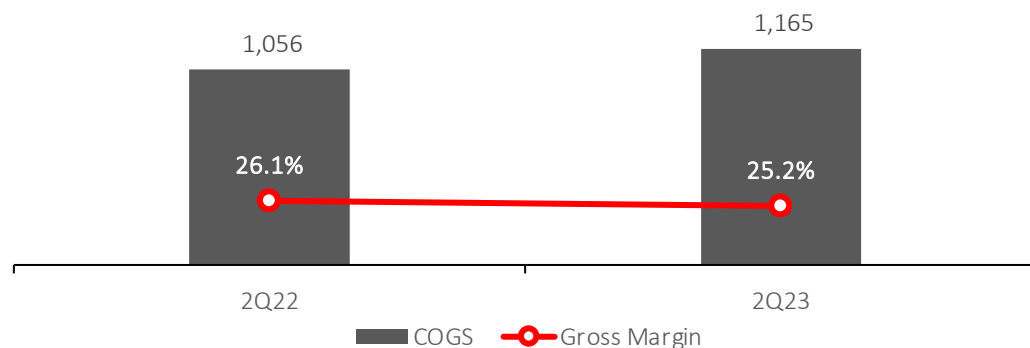
 271 MW

 366 MW

COGS increased due to higher energy, fuel and raw materials cost...

2Q23 COGS & gross margin

PEN Million, %

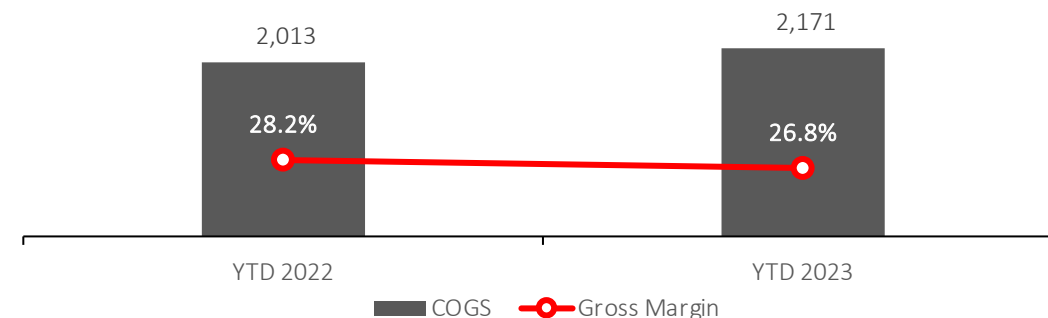


10.4% COGS increase & lower gross margin:

- Higher energy cost from the grid as result of the dry season in our energy operation
- Lower cement volumes
- Higher raw material and fuel costs

1H23 COGS & gross margin

PEN Million, %



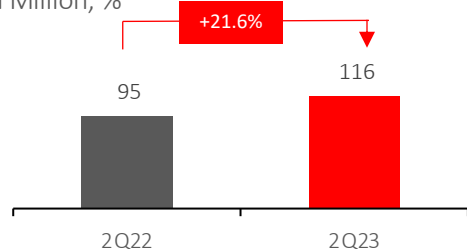
7.9% COGS increase & lower gross margin:

- Higher fuel costs
- Higher raw material costs
- Higher energy cost
- Loss in economies of scales due to lower volumes

SG&A maintained stable with respect of total revenues...

2Q23 Administrative expenses

PEN Million, %

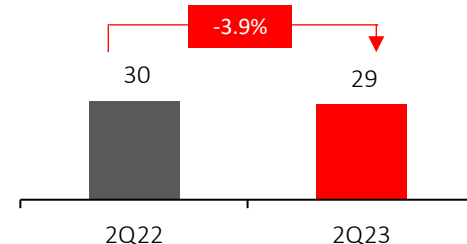


21.6% Administrative expenses increase:

- Higher personnel expenses
- Consultancies

2Q23 Selling expenses

PEN Million, %

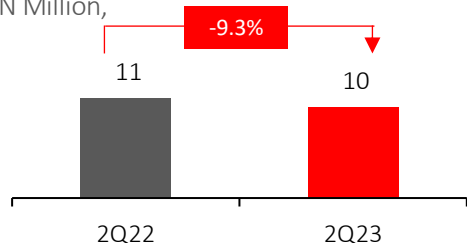


-3.9% Selling expenses increase:

- Lower volumes sold

2Q23 (Other income) and expenses, net

PEN Million,

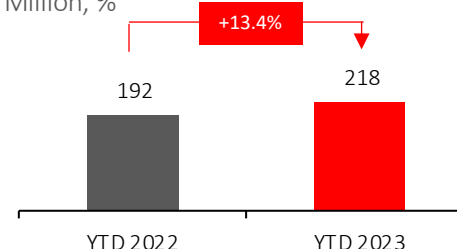


Other income / expenses net increase:

- Advisory fees

YTD 2Q23 Administrative expenses

PEN Million, %

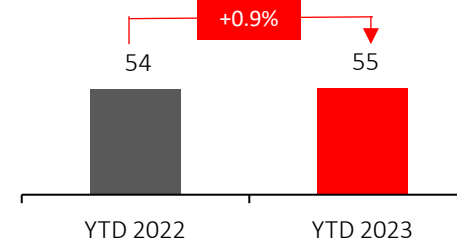


13.4% Administrative expenses increase:

- Higher personnel expenses
- Consultancies
- Third-party services

YTD 2Q23 Selling expenses

PEN Million, %

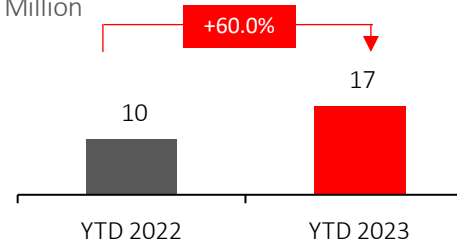


0.9% Selling expenses increase:

- Increase in advertising and branding expenses

YTD 2Q23 (Other income) and expenses, net

PEN Million



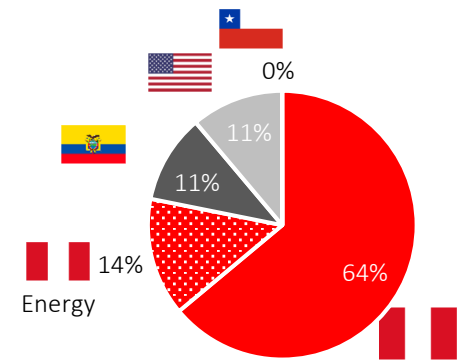
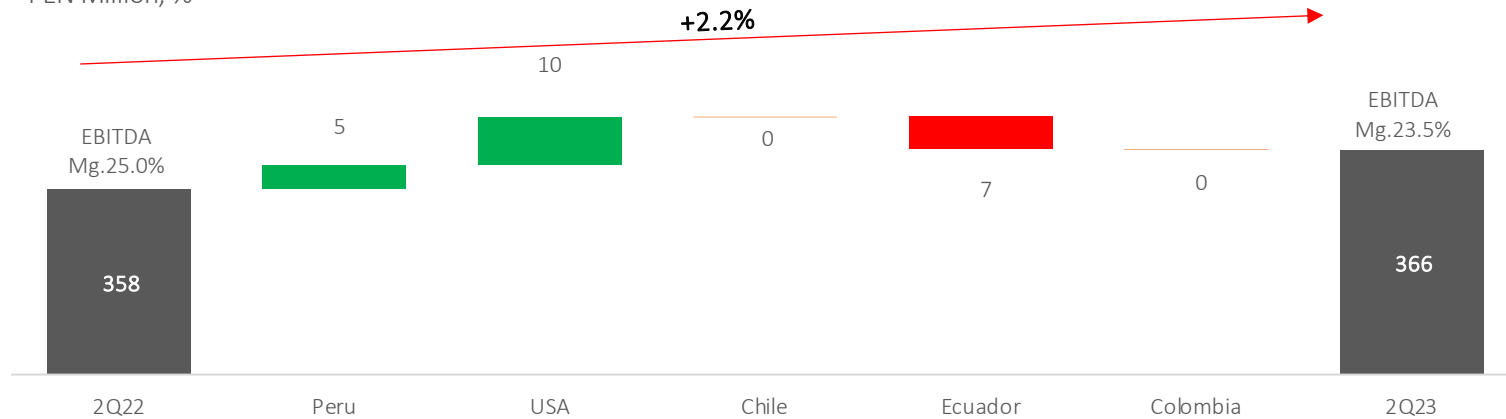
Other income / expenses net increase:

- Voluntary retirement program that finished 1Q23
- Advisory fees

Costs impacted our margin recording a slightly higher EBITDA in the quarter

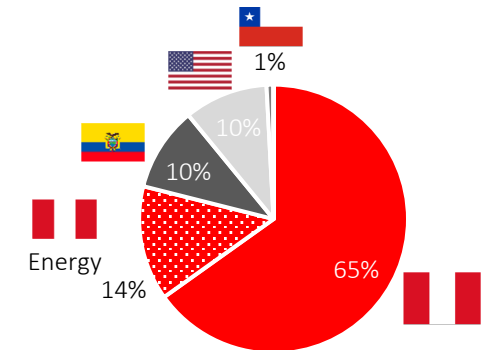
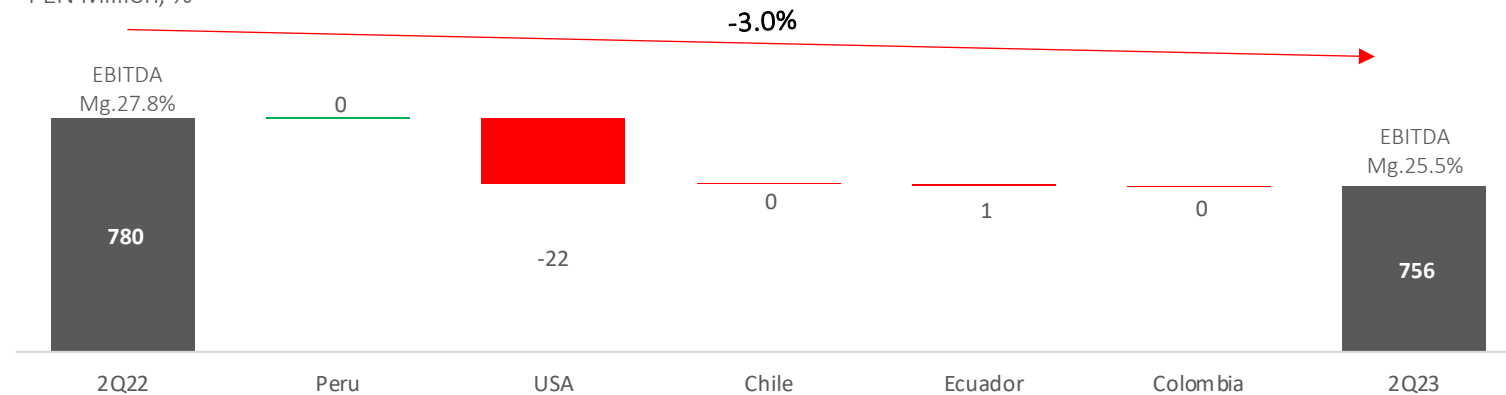
2Q23 EBITDA contribution by country

PEN Million, %



1H23 EBITDA contribution by country

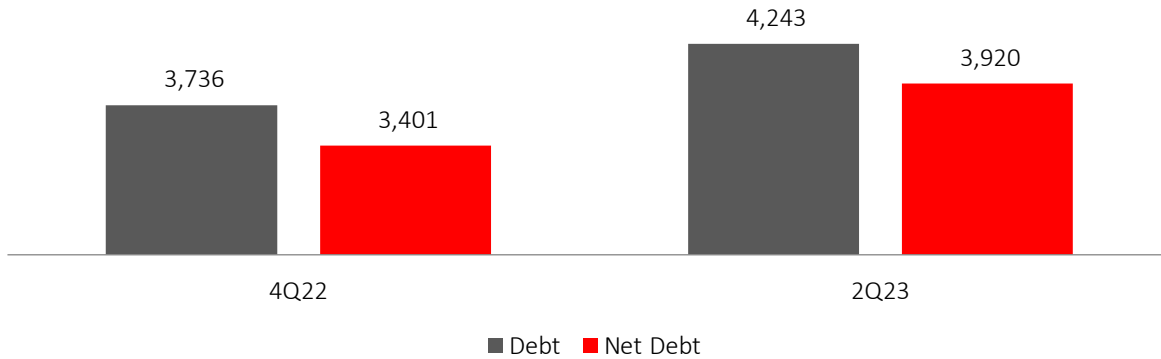
PEN Million, %



Our leverage ratio falls within our target ...

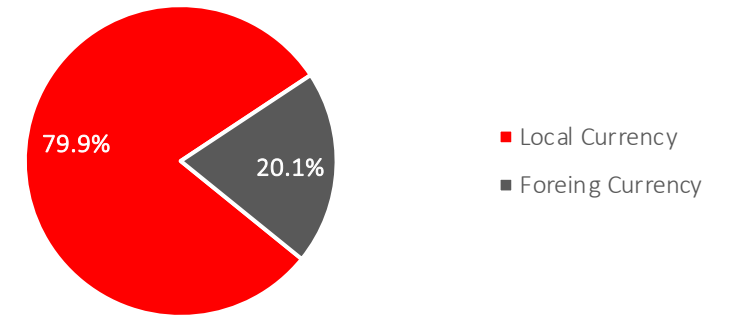
Total debt and net debt

PEN Million



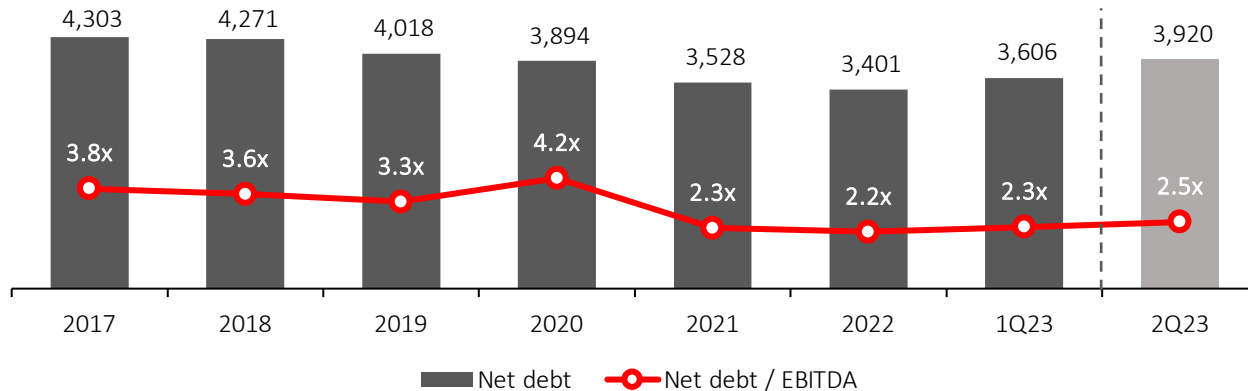
Total debt FX exposure 2Q23

%



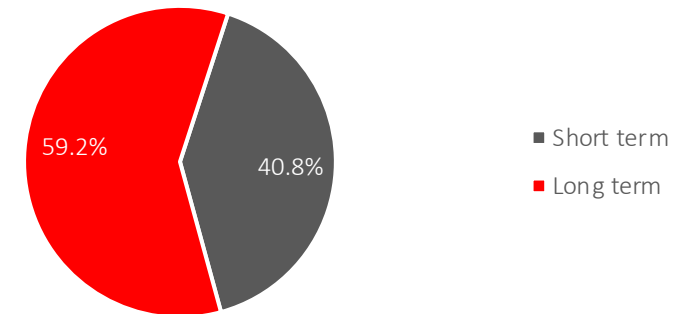
Net debt and leverage ratio

PEN Million, times



Total debt maturity composition 2Q23

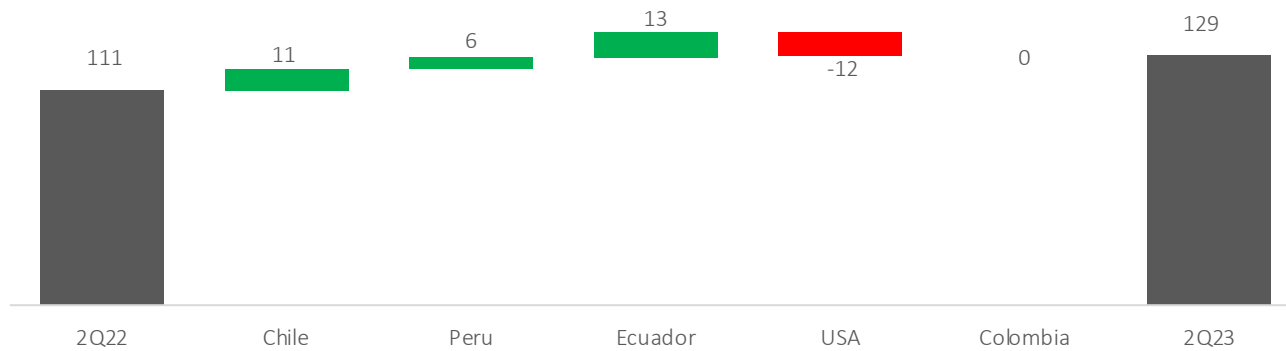
%



Delivering solid net profit in the quarter...

2Q23 Net profit

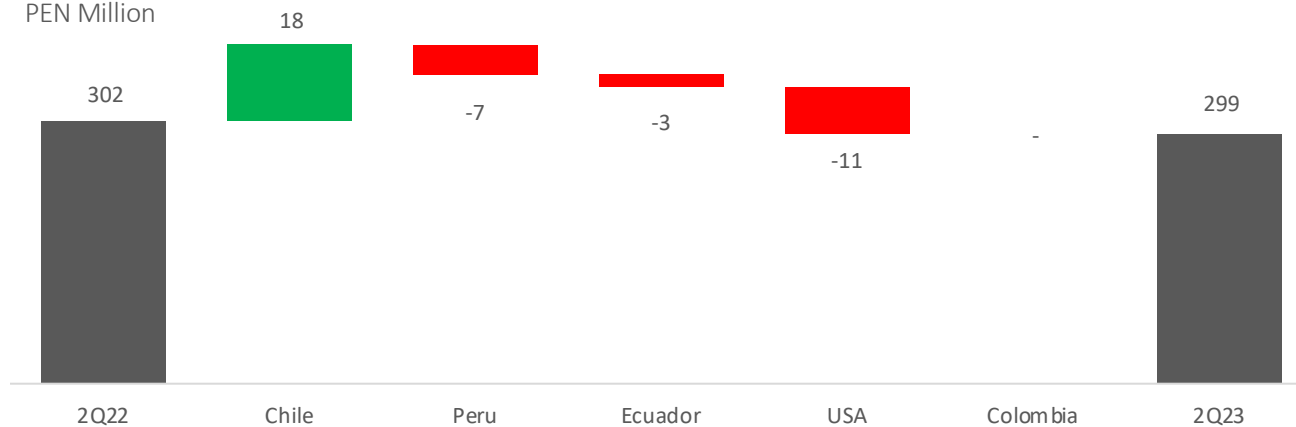
PEN Million



- 16.0% increased compared to 2Q22
- Higher FX gain during the period

1H23 Net profit

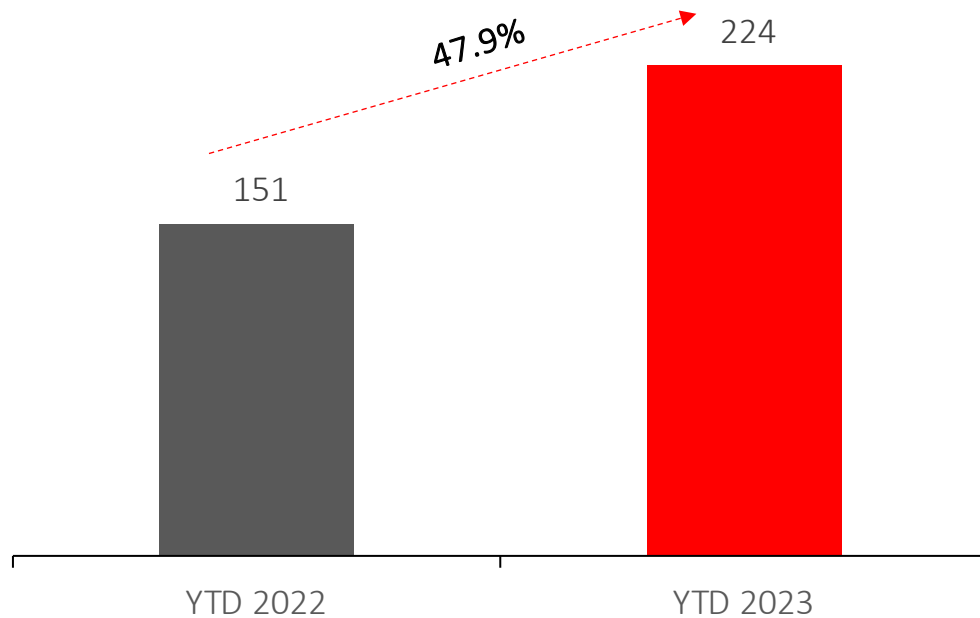
PEN Million




- 1.0% decreased compared to 1H22
- Higher financial expenses (+36.7%)
- Higher FX gain during the period

Executing investment projects that guarantee sustainable operations

2Q23 CAPEX
PEN Million



- 1** 

 - Expansion of packaging and dispatch capacity
 - Kiln 3 cooler dedusting system

- 2** 

 - Comprehensive mill project
 - Equipment for aggregates production

- 3** 

 - Kiln 1 debottlenecking
 - Hydrogen injection project

- 4** 

 - New ready mix site
 - Mixer trucks overhaul

Q&A



Growing together to build a more sustainable world

