

# UNACEM Corp Conference Call

August 29th, 2023



# Presenting today



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## Disclaimer...

Please note that this presentation might disclose some forward-looking statements related to UNACEM Corp and its subsidiaries 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 UNACEM Corp and its subsidiaries to be different from those expressed or assumed herein, so this should be considered for reference only



# Tehachapi at a Glance

## Business Overview

- The cement plant and a lease of a distribution terminal is a self-standing business that serves Southern California through two locations
- Located on +8,700 acres of owned land and sits on North / South Union Pacific Rail Transcontinental line
- 34 years of permitted reserves at current production levels (114 years of additional resources)

## Assets in Scope

1



Tehachapi Cement Plant



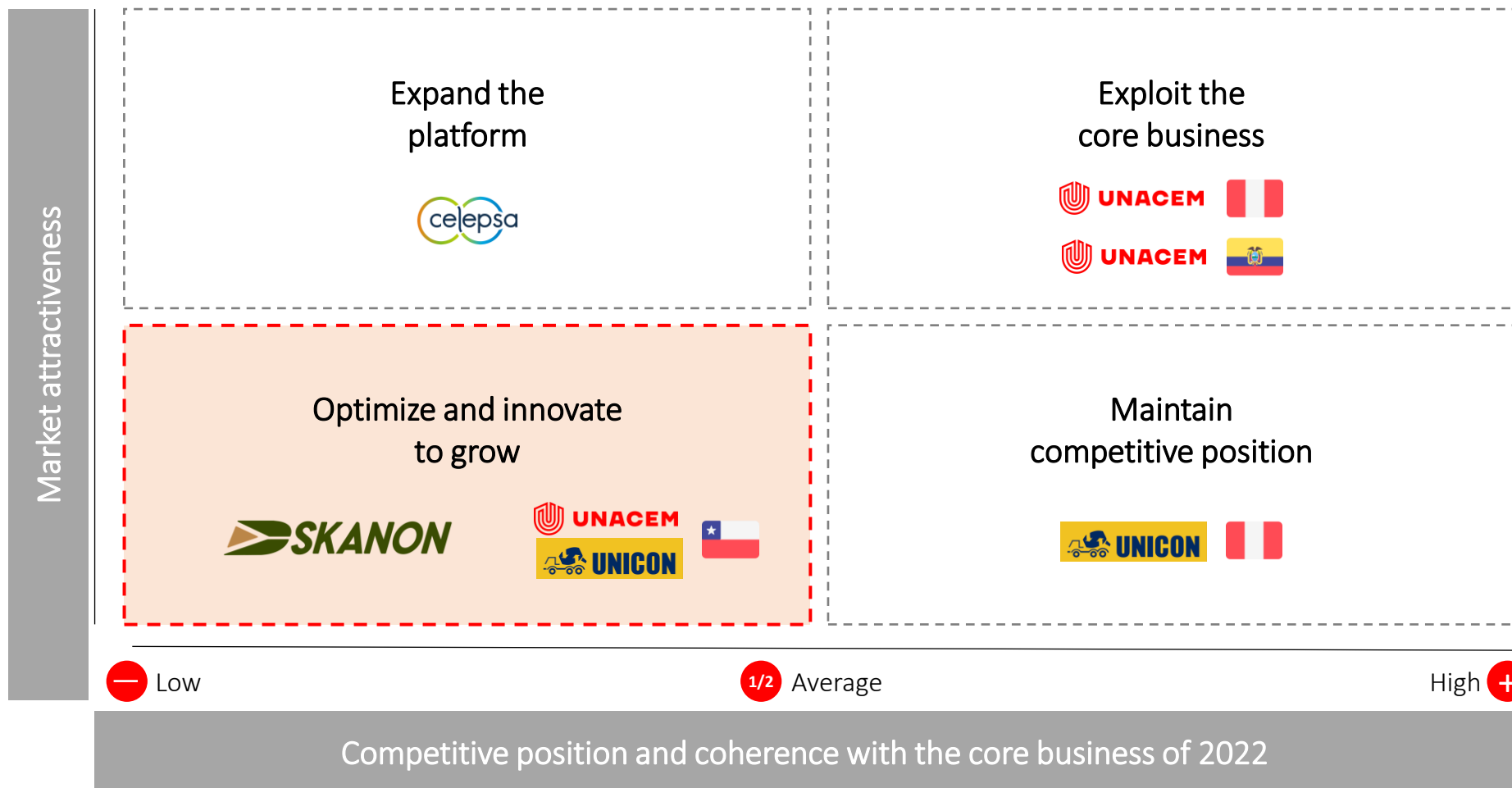
2



Fontana Distribution Terminal  
(Lease)



# Each of our business units has a differentiated role in the portfolio strategy



# Grupo UNACEM today

## 1 PERU



8.3 M mt  
70 %



3.4 M m<sup>3</sup>  
65 %



6.5 M mt  
65 %



271 MW  
41 %



357 MW  
55 %

## 2 ECUADOR



1.7 M mt  
15 %



0.2 M m<sup>3</sup>  
4 %



24 MW  
4 %

## 4 CHILE



0.6 M mt  
5 %



1.2 M m<sup>3</sup>  
16 %

## 3 U.S.



1.9 M mt  
85 %



0.8 M m<sup>3</sup>  
15 %



3.2 M mt  
35 %



### Total Group capacity



12.5 M mt



5.5 M m<sup>3</sup>



9.7 M mt

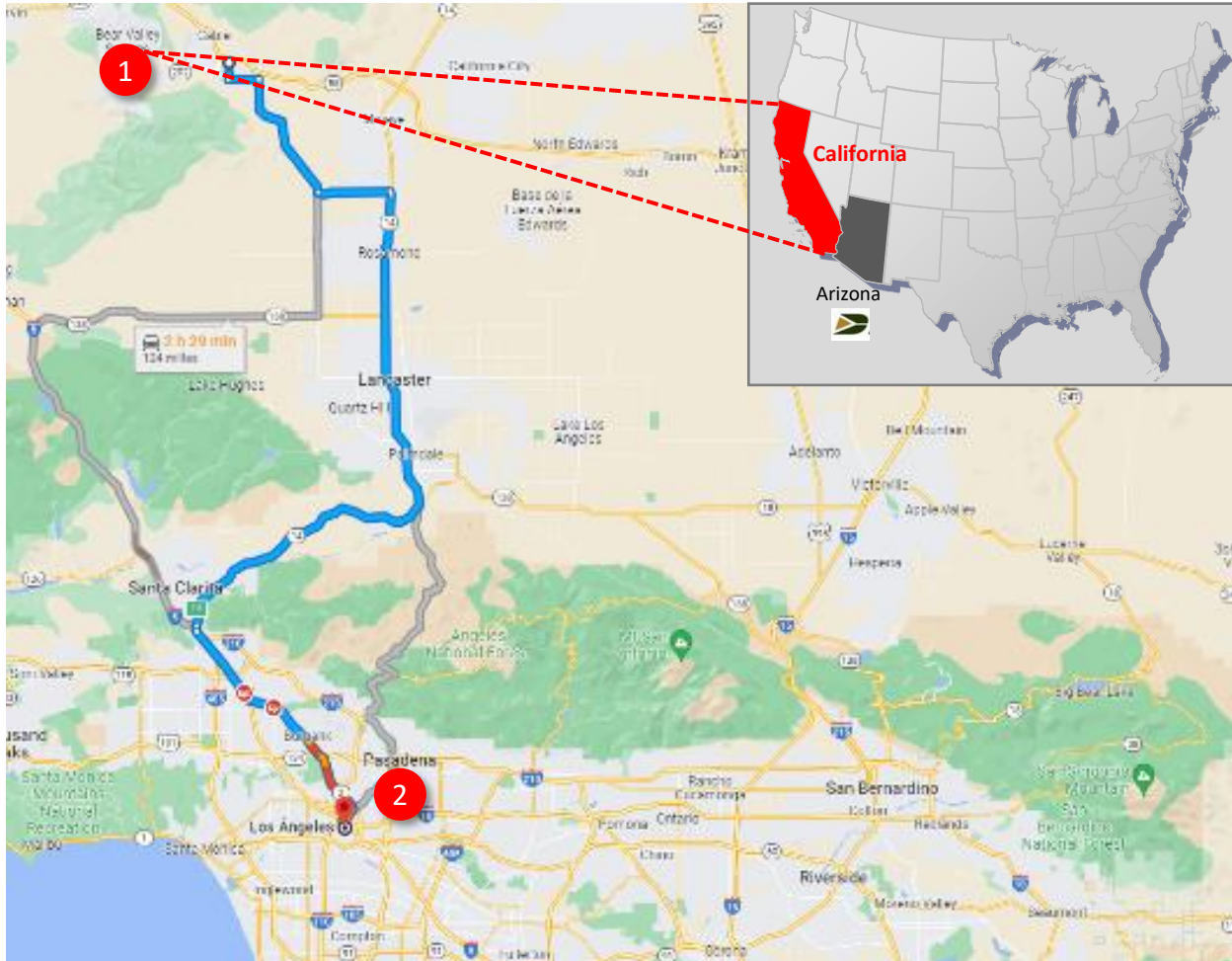


271 MW



381 MW

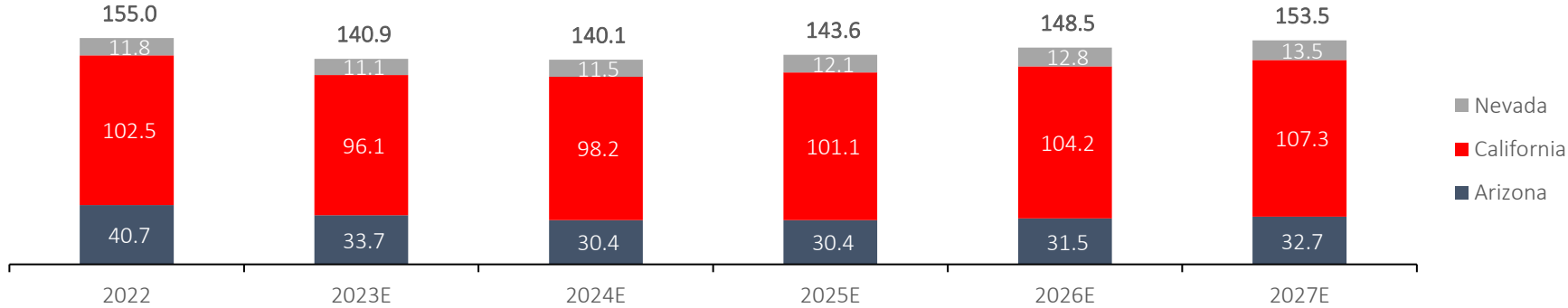
# Tehachapi location summary



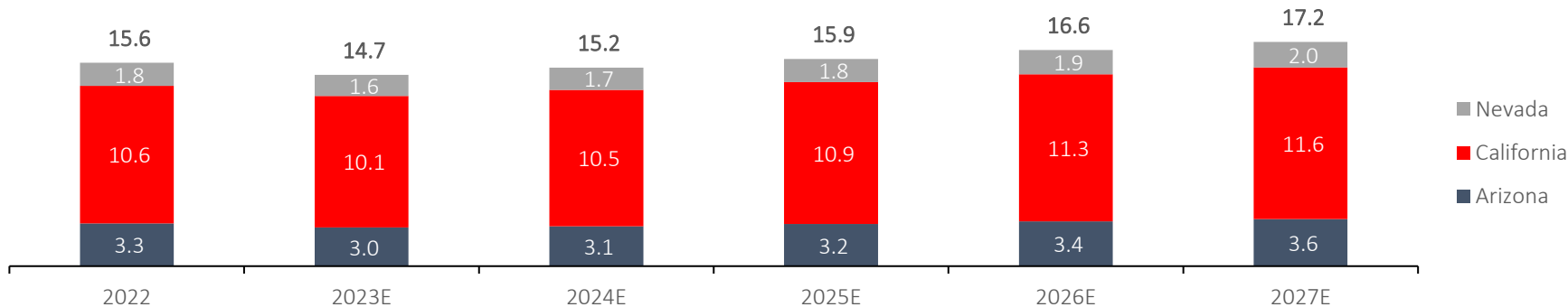
- Distance from Tehachapi plant to Los Angeles:  
200km | 2.15 hours
- Distance from Drake Cement plant to Tehachapi plant:  
658km | 6.0 hours

# This transaction will give us the opportunity to enter a market 3.4x larger than Arizona and the possibility of entering the Nevada market as well

Construction Spending  
USD billion



Cement Market Volume  
Million metric tons



Transaction would give us access to a market 3.4x larger than the one we currently serve based on cement market volume

California has a larger penetration of cement than Arizona and a larger population (39.4 million vs 7.5 million)



# Tehachapi key metrics

Financial



**US\$114 MM**  
2022 Revenue

**US\$32 MM**  
2022 EBITDA

**US\$0 MM**  
Debt

Operational

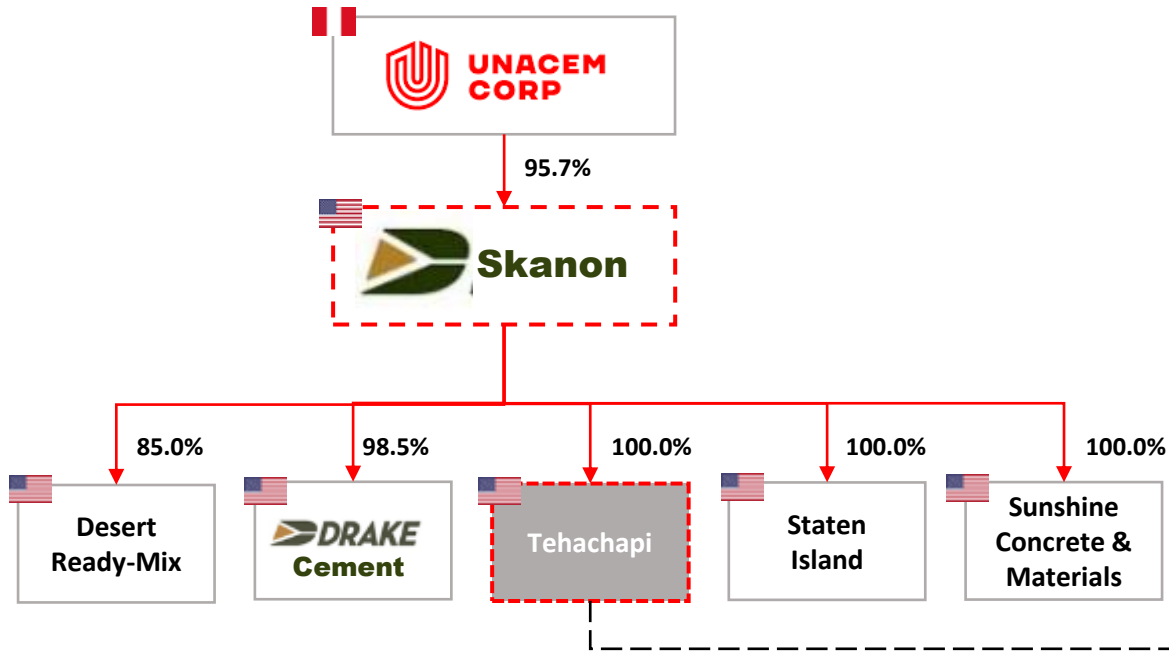


**+1 MM st**  
Cement capacity

**940k st**  
Clinker capacity

**917k st**  
2022 Shipments

# Tehachapi corporate structure and financing



## Fully funded with a Syndicate Bank Loan

- **Borrower:** Skanon Investments, Inc
- **Lender:** BBVA
- **Underwriting:** 100%
- **Facility Amount:** US\$ 360mm
- **Tenor:** 3 years
- **Amortization:** Bullet
- **Use of proceeds:** Tehachapi acquisition and other corporate uses in the U.S.
- No prepayment fee

## Tehachapi acquisition for Grupo UNACEM...

- 1** This acquisition fits with our portfolio strategy, solidifying our presence along the Pacific Coast
- 2** The asset will be complementary to Arizona's operations, increasing the potential market and U.S. operations share of EBITDA to 17%
- 3** Consolidated leverage ratio (Net Debt / EBITDA) will grow from 2.5x to 3.7x proforma basis by year end
- 4** We estimate to close the transaction by the end of September

# Q&A



# *Growing together to build a more sustainable world*

