



 **CREDICOR capital**

**INVESTOR
CONFERENCE**
September 21-30th



Atocongo Plant, Lima

Agenda

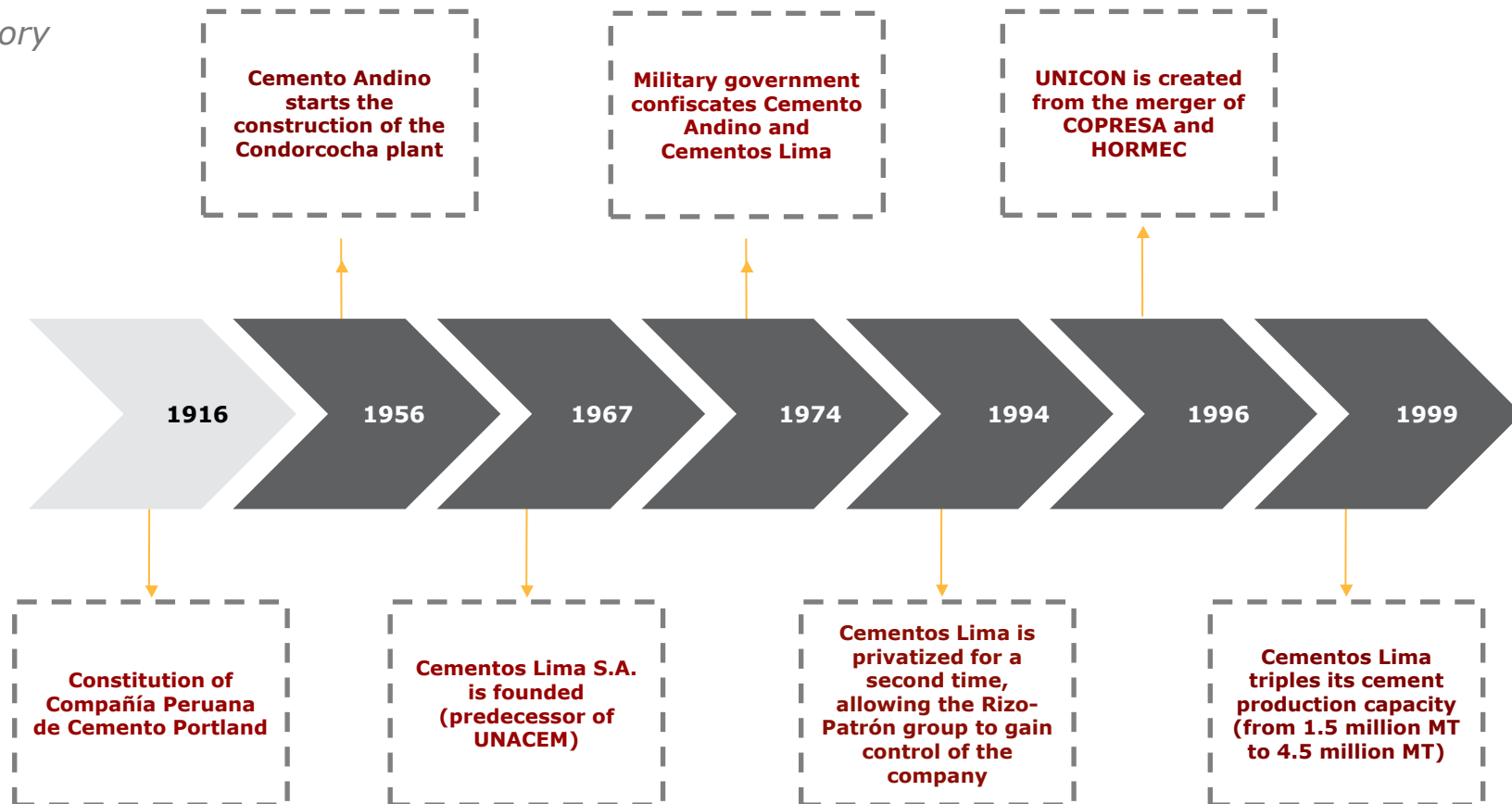
- 1. Overview***
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 - 4. Unicon and Concremax***
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 - 6. Skanon / Drake***
 - 7. UNACEM Ecuador***
 - 8. Preansa***
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- Appendix***

1. Overview



1. Overview

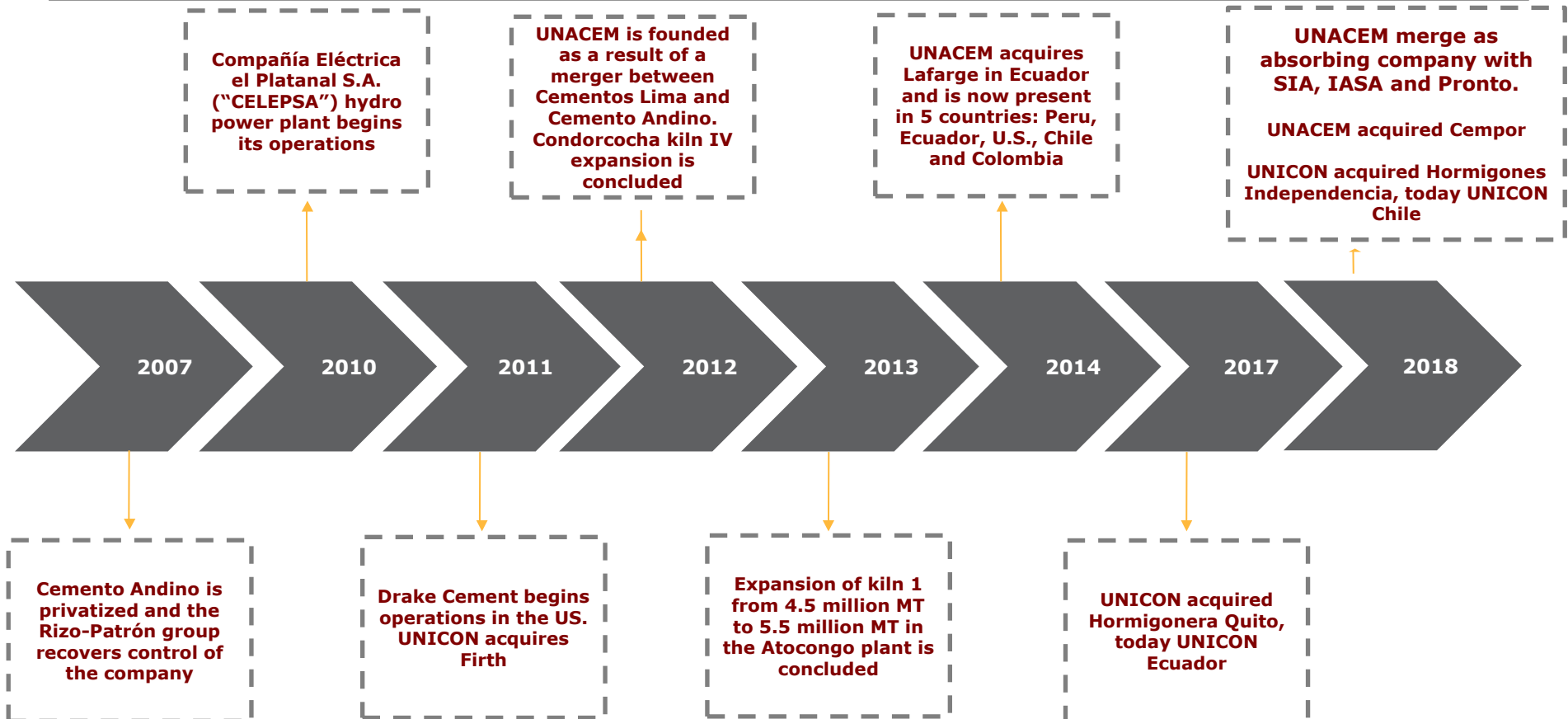
History



UNACEM has almost 100 years of successful operations in the Peruvian market...

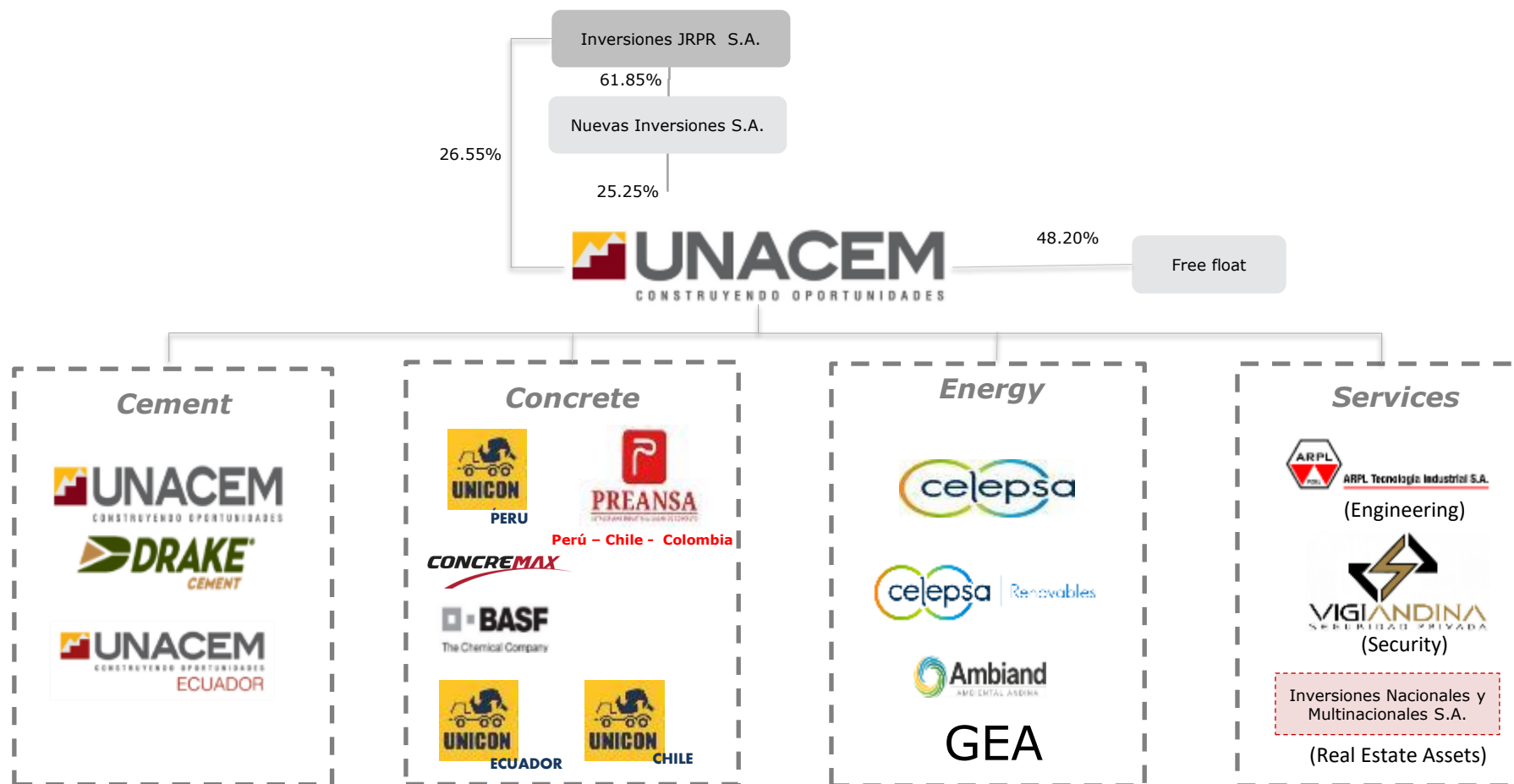
1. Overview

History (cont.)



...developing new business segments and entering new markets in the region

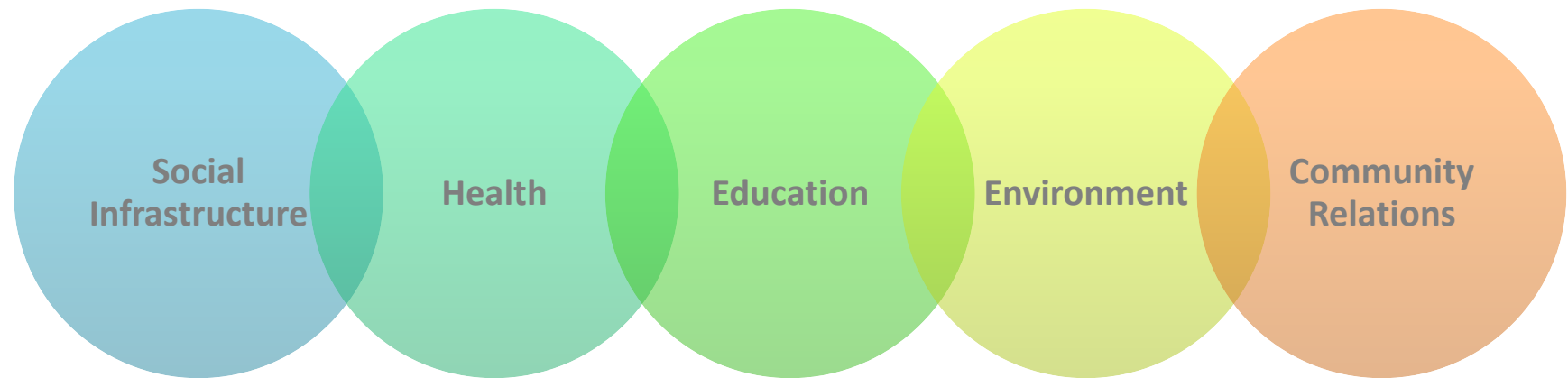
UNACEM structure



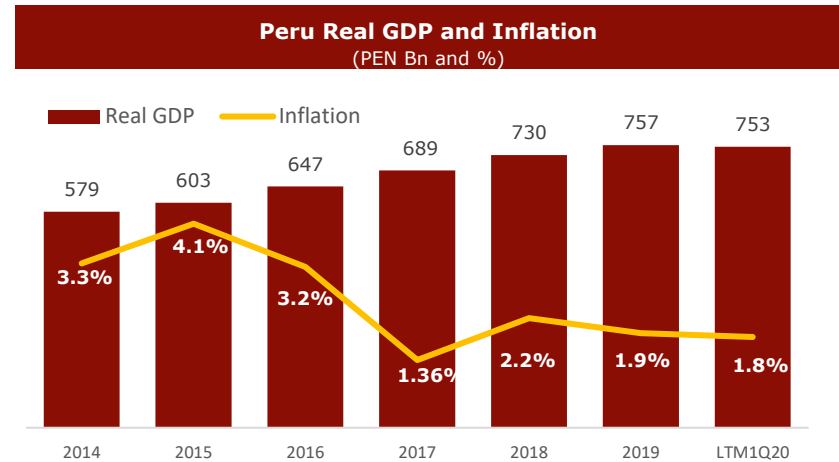
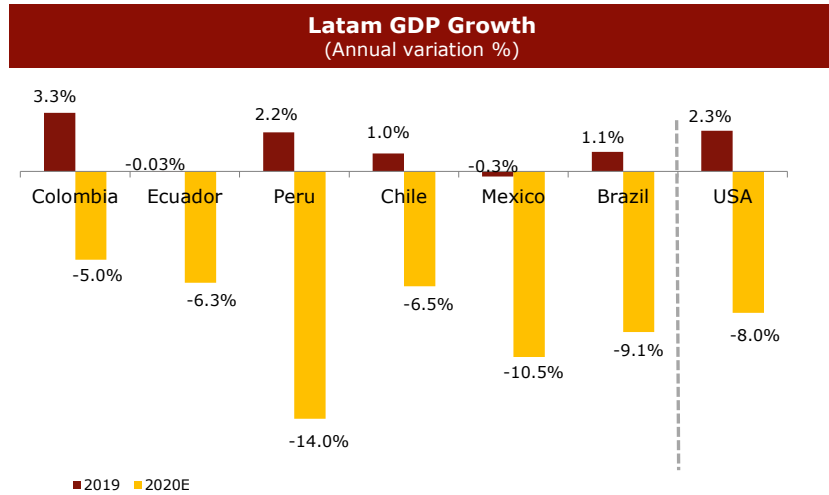
UNACEM S.A.A. is listed in the Lima Stock Exchange (BVL) with a Market Cap of USD 726.3 million, as of September 22, 2020.
 FX Rate: PEN 3.5546 - 1,818,127,611 Common shares

ESG is at the core of our culture

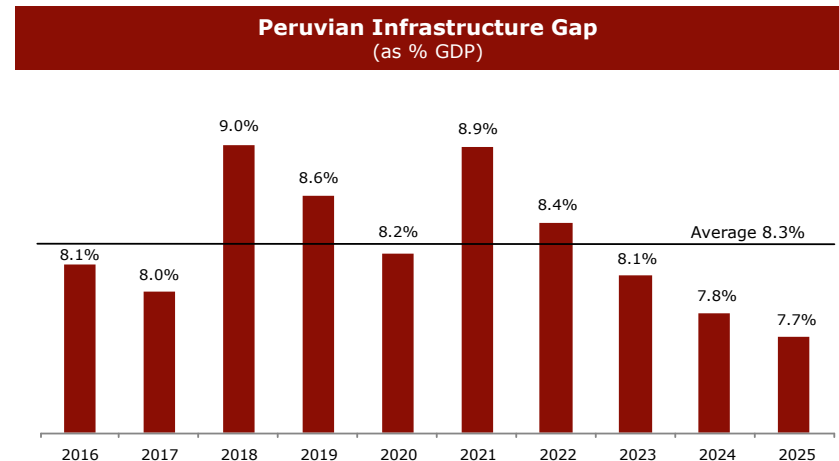
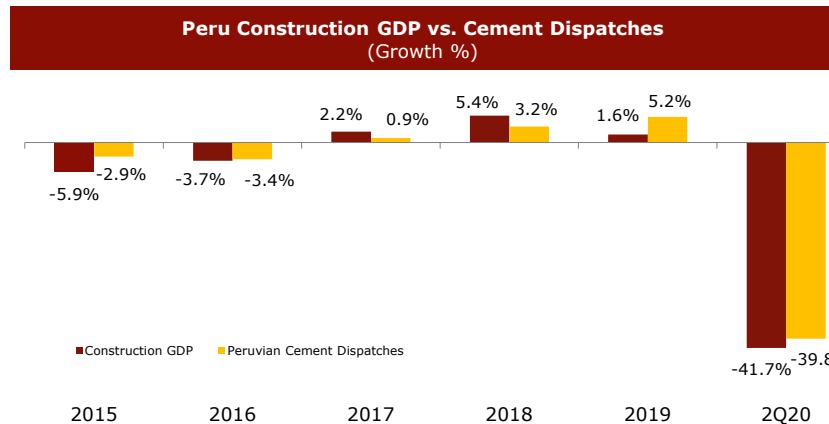




Macroeconomic fundamentals have been affected by COVID-19

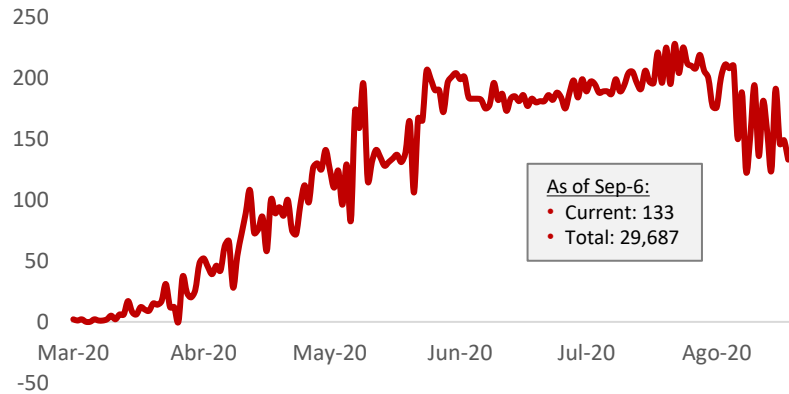


* Peru Real GDP and Inflation (YoY) - LTM as of March 2020

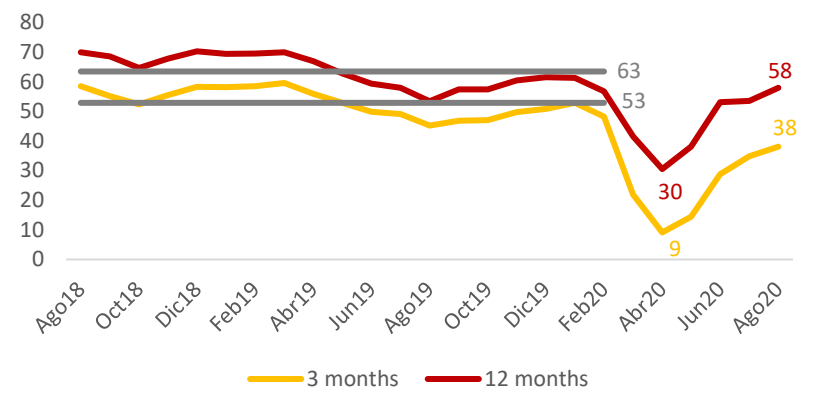


...however, the worst seems to be over (v-shaped recovery) ...

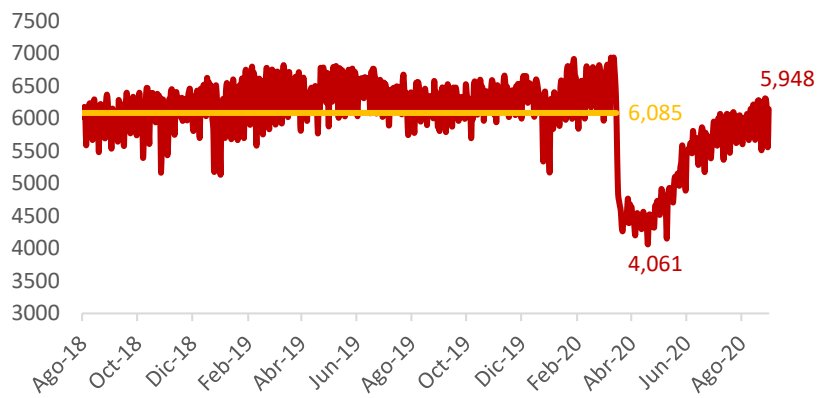
COVID-19: New Deaths
(Daily #)



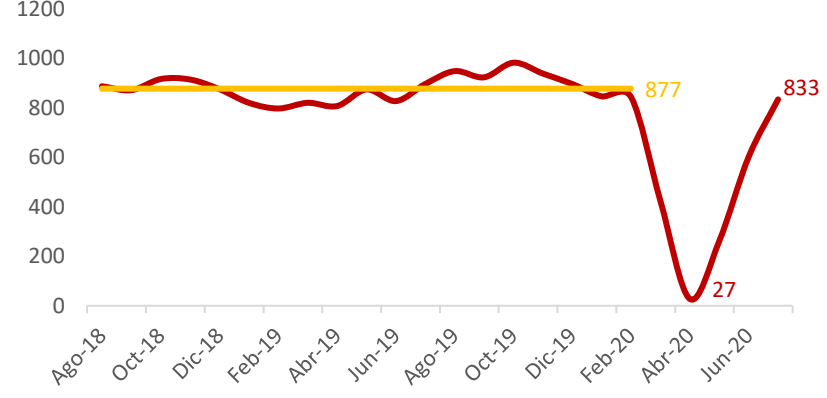
Business Expectations
(Index)



Electricity Demand
(Daily at 18:00, MW)



Cement Dispatches
(Monthly TM, thousands)



... with G-2-G agreements to lead the execution of public works ...

Reconstruction Agreement

- Government of the United Kingdom of Great Britain and Northern Ireland
- Budget: PEN 7,000 million
- Term: 2 years



Works to be executed



17 rivers
and
5 river
creeks



7 drains

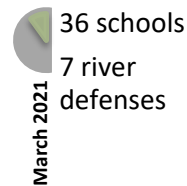


15 health
centers



74
schools

Timeline



... and we can focus on the pipeline of granted projects ...

LINE 2 – METRO OF LIMA

Metro de Lima - Línea 2

USD 5,658 MM



TRANSPORTATION INFRASTRUCTURE

Jorge Chavez Airport Expansion

USD 1,500 MM

Muelle Norte - Etapas 1 y 2 - Callao Port

USD 370 MM

San Martín Port

USD 260 MM

Mineral Terminal - Callao Port

USD 150 MM

Pisco Airport Expansion

USD 107 MM

TOTAL

USD 2,387 MM



ROADS

Red Vial 4

USD 380 MM

Rutas Nuevas de Lima

USD 590 MM

Amp. Red Vial 5

USD 100 MM

Amp. Red Vial 6

USD 300 MM

Ambo- Oyon - I

USD 140 MM

TOTAL

USD 1,510 MM



WATER AND SANITATION

Water and Sanitation in Lima (Sedapal)

USD 166 MM

Pichanaki Hospital up-grade (Junin)

USD 79 MM

TOTAL

USD 245 MM



... and restarting works with our private clients



More than **USD 3,200 million** of mining projects announced in UNACEM's area of influence



2. Recent Events



Board members



11 members
3 independent
1 women

On July 3rd, our shareholders elected a new Board for the 2020-2022 period:

1. Ricardo Rizo Patrón – President
2. Alfredo Gastañeta – Vicepresident
3. Marcelo Rizo Patrón
4. Jaime Sotomayor
5. Carlos Ugás
6. Diego de la Piedra
7. Maria Elena Rizo Patrón
8. Martin Ramos
9. Jorge Ramirez del Villar – Independent
10. Jose Antonio Payet – Independent
11. Elmer Cuba – Independent

CEO



On July 1, 2020 Pedro Lerner Rizo Patrón took office

We immediately formed a corporate crisis committee (3 board members + 4 executives) that designed a plan of action

1

Guaranteed liquidity for UNACEM and subsidiaries

- Called credit lines from local financial institutions
- Cost reduction and accelerated efficiency search
- Reduced CAPEX
- Consumed existing inventories
- Temporary suspension of quarterly dividends
- Supported our distribution network and most vulnerable suppliers

2

Established strict sanitary protocols to safeguard all of our employees' health

- Comply with all regulatory requirements
- Social distancing
- Homeworking

3

Continued support for the most vulnerable population in the areas surrounding the Atocongo and Condorcocha plants through Asociacion UNACEM

- Donation of an oxygen plant in Tarma
- Donation of PPE and masks
- Attention to people's needs

3. UNACEM Peru



Condorcocha Plant, Tarma (3,950 m.a.s.l)

3. UNACEM Peru

Overview

- On October 1st, 2012, UNACEM absorbed Cemento Andino to consolidate the largest cement company in Peru
- UNACEM has subsidiaries that provide power supply, raw materials supply, distribution channels and warehouse storage of UNACEM's products
- The Company has two cement plants, Atocongo and Condorcocha, which operate in the central region of the country where most of the population lives
- The Atocongo plant has an underground conveyor belt which leads directly to the Conchan Pier (port) in the Pacific Ocean, facilitating cement exports and raw material imports
- Both plants have their own power generation through three hydro power plants and one thermo power plant that provide a significant source of energy


Financial Snapshot 2019 and 1Q2020 (USD MM)

	2019	LTM1Q2020
Total Assets	2,622	2,621
Revenues	590	566
EBITDA	259	215
EBITDA Margin	44%	38%
Local Ratings	Class: AAA APOYO: AA	

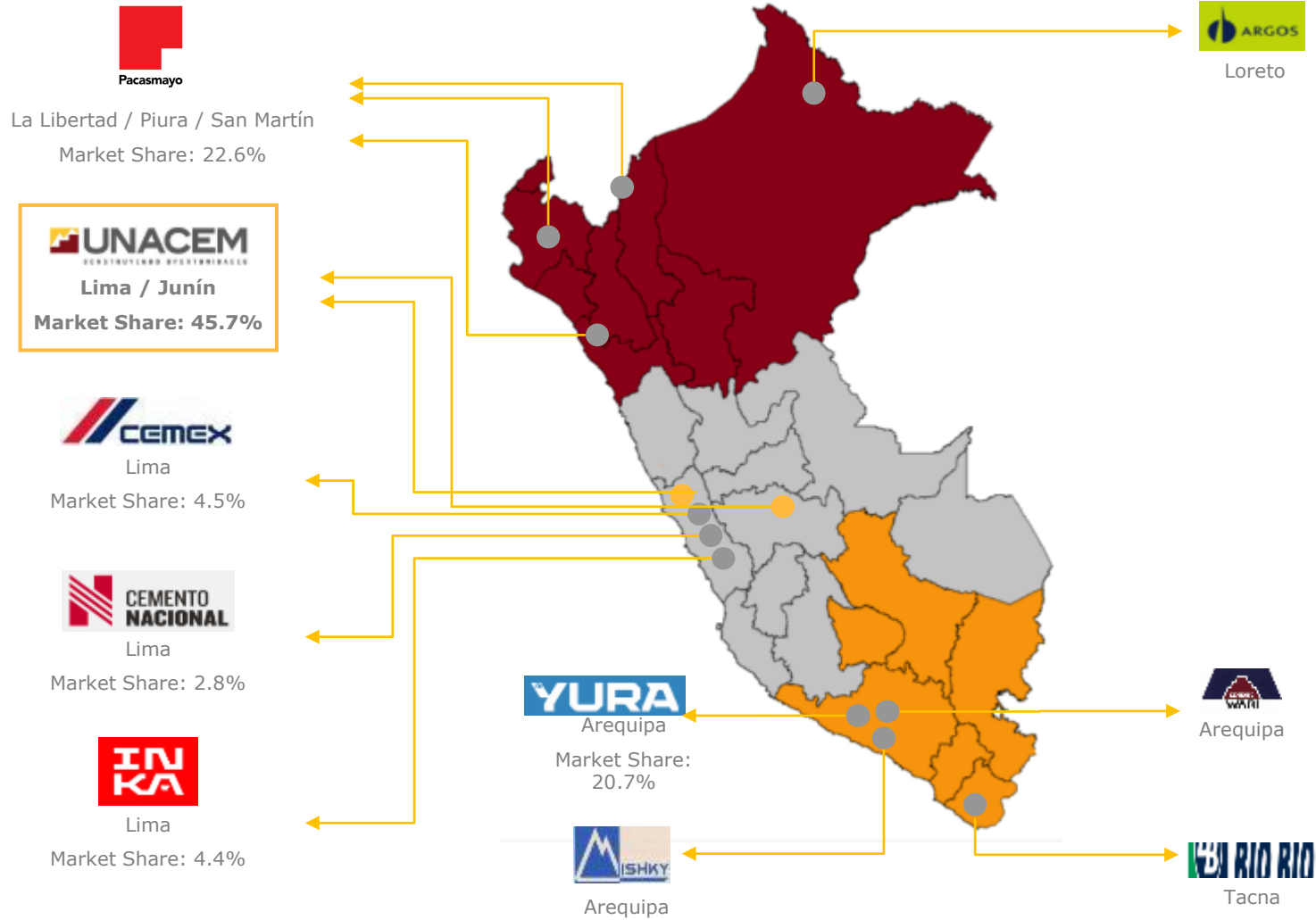
Cement Plants

Atocongo	Condorcocha
Location: Lima Clinker Capacity: 4.8 million MT Cement Capacity: 5.5 million MT Clinker Production(2019): 4.1 million MT Cement Production(2019): 3.6 million MT Limestone Reserves: 33 years	Location: Junín Clinker Capacity: 1.9 million MT Cement Capacity: 2.8 million MT Clinker Production(2019): 1.6 million MT Cement Production(2019): 1.7 million MT Limestone Reserves: 155 years
	

Distribution and Services

Progre-Sol <i>Commercialization</i> <ul style="list-style-type: none"> Hardware store with over 1,000 points of sale 	
Hatun-Sol <i>Financing and Advising</i> <ul style="list-style-type: none"> Product financing and advising families on building techniques 	
Duravía <ul style="list-style-type: none"> Solutions for road paving 	

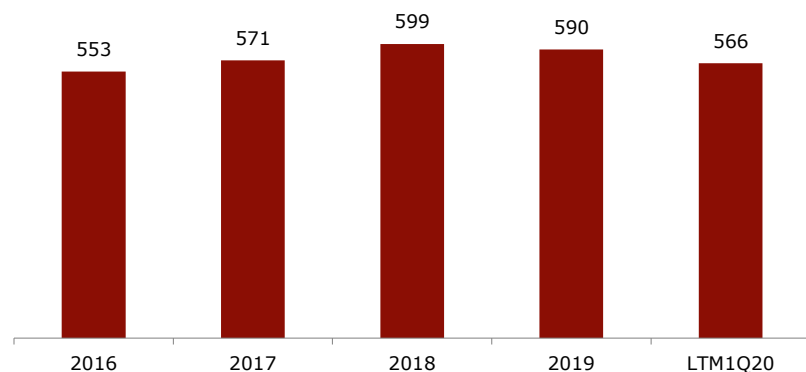
UNACEM is the market leader of cement in Peru



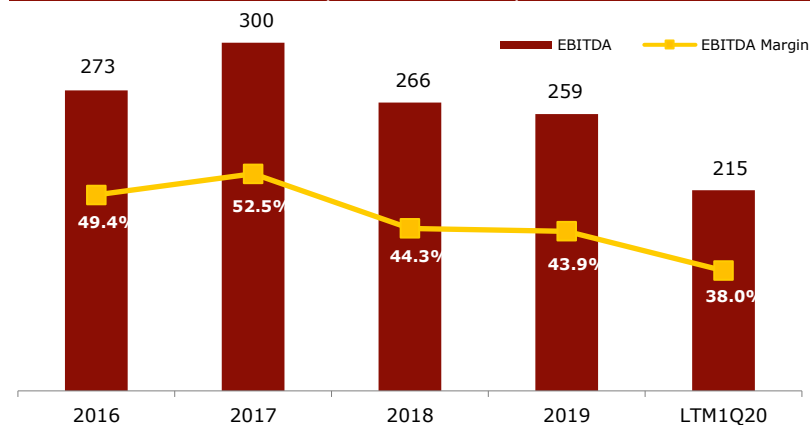
3. Consistently delivering strong financial results...

Separate financial performance

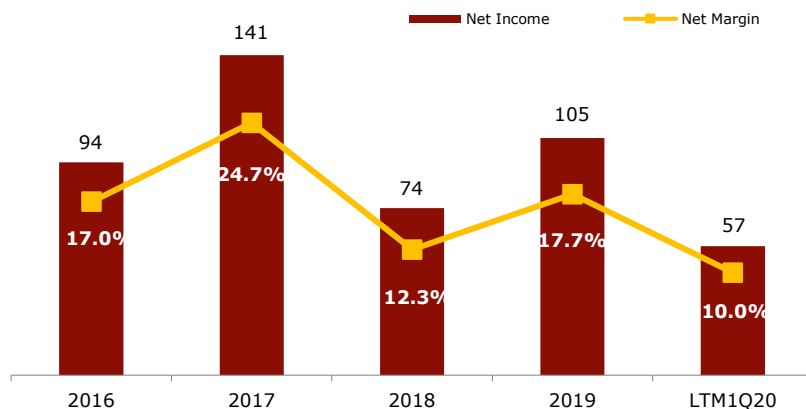
Revenues
(USD Millions)



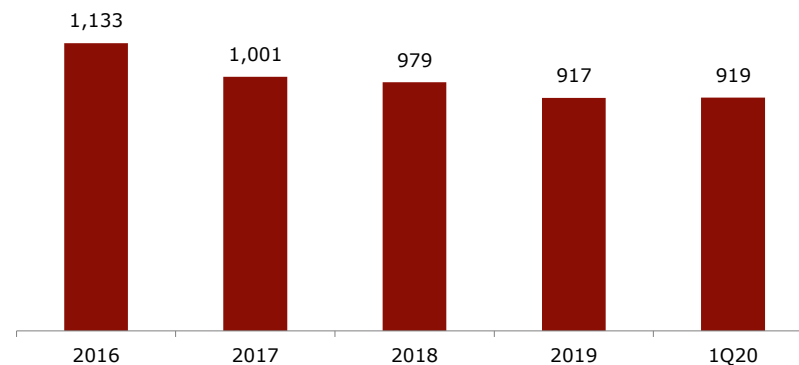
EBITDA and EBITDA Margin
(USD Millions and %)



Net Income & Net Margin
(USD Millions and %)



Net Debt
(USD Millions)



**4. Unicon
Peru,
Ecuador,
Chile &
Concremax**



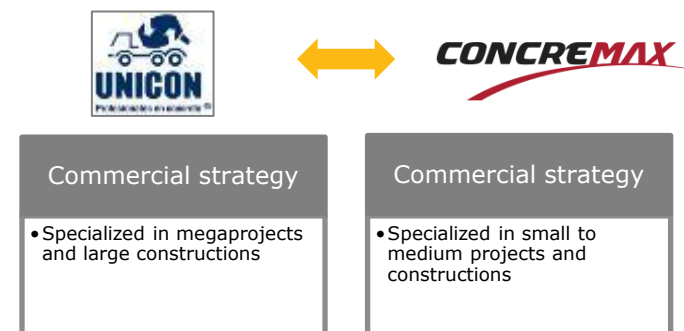
4. UNICON Peru, Ecuador, Chile & CONCREMAX

Concrete Segment Overview

- UNACEM's concrete segment consists of two companies Unión de Concreteras S.A. (UNICON) and CONCREMAX S.A.(former Firth), forming the largest concrete group in Peru
- UNICON was founded in May 1996
- In 2011, UNICON acquired 100% of Firth shares. On November 2015, Firth changed its legal name and brand to CONCREMAX.
- On July 2017, UNICON acquired 100% of stake in Hormigonera Quito, today UNICON Ecuador, for USD 13 million
- On May 2018, UNICON acquired 100% stake in Hormigones Independencia, today UNICON Chile, for USD 22.2 million

Market Positioning

- UNICON and CONCREMAX have **64.0% of market share** in the concrete segment as of 1Q20



Financial Snapshot – LTM 1Q2020 (USD MM)

Total Assets	263
Revenue	358
EBITDA	32
EBITDA Margin	9%

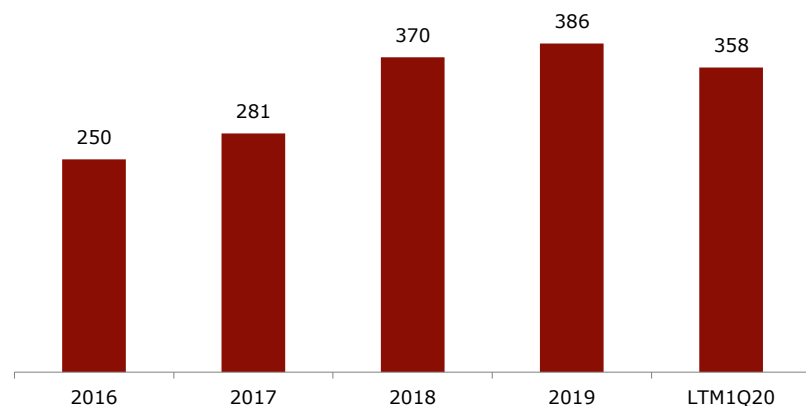
Includes Unicon and subsidiaries

Assets and Capacity in Peru

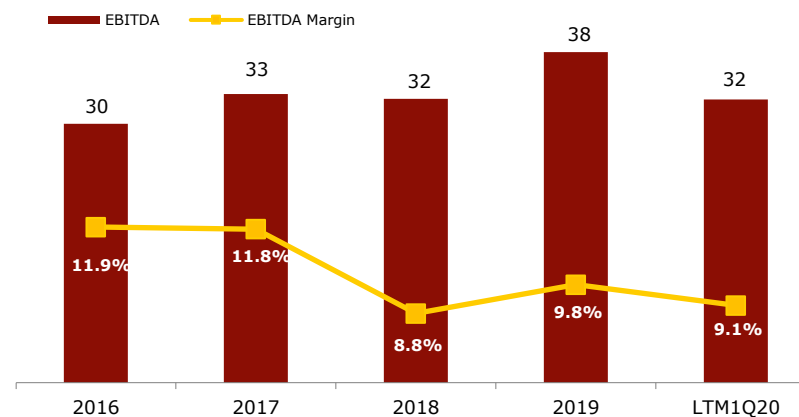
Installed Capacity	9.2 (million m³ per year)
Concrete Plants	58
Facilities in Lima	13
Facilities in the rest of Peru	22
Mixer Trucks	519

4. Positioned to deliver strong cash flows...

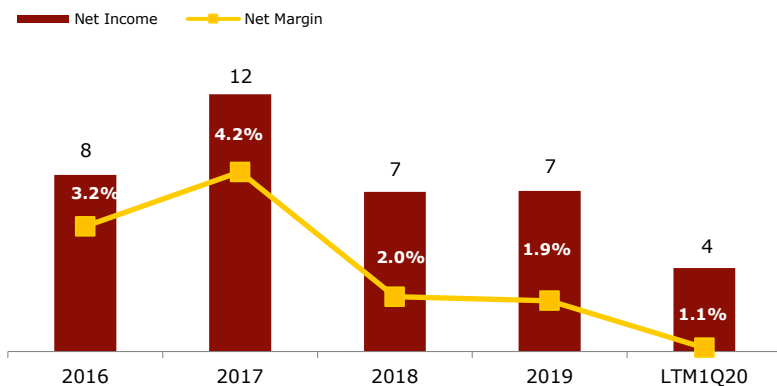
Revenues
(USD Millions)



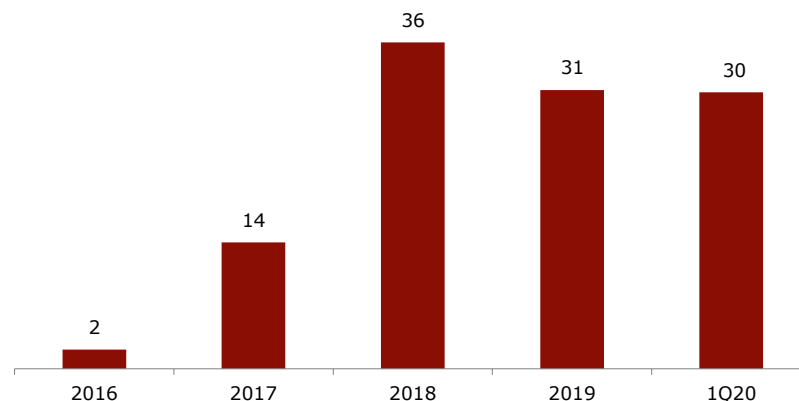
EBITDA and EBITDA Margin
(USD Millions and %)



Net Income & Net Margin
(USD Millions and %)



Net Debt
(USD Millions)



5. Celepsa



5. Celepsa

Company description

- UNACEM stand-alone is one of the company's main customers, Celepsa has a portfolio of 13 additional customers
- The company's assets are the hydroelectric plant "El Platanal" which generates 220 MW and Hidro Marañon (18 MW)
- In November 2014, Celepsa acquired Hidro Eléctrica Marañon S.R.L., 18 MW Hydroelectric power plant with an 88 MW PPA, Hidromarañon started operations in 1S17
- CELEPSA's strategy is to develop a renewable, efficient and competitive portfolio of electricity generation
- 100% of its production is sold through PPAs

Financial Snapshot – LTM1Q2020 (USD MM)

Total Assets	337
Revenue	76
EBITDA	36
EBITDA Margin	48%

Hydroelectric Power Plant

El Platanal

Location: Lima
 Generation Capacity: 220 MW



Hidro Marañon

Location : Huánuco
 Generation Capacity: 18 MW



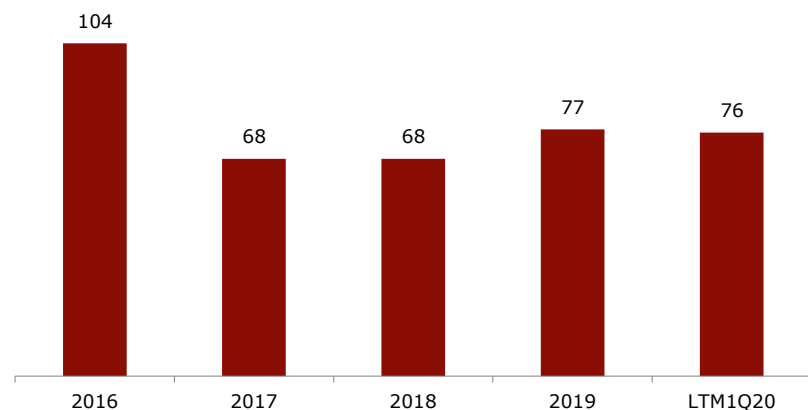
Company structure



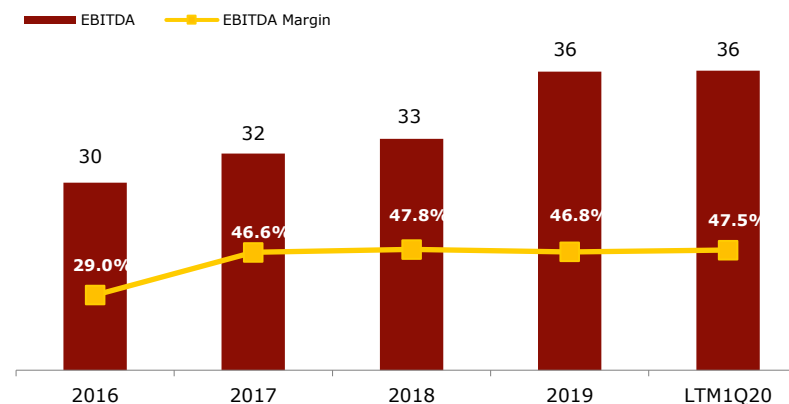
On March, 2018, Hidromarañon SRL changed its legal name to Celepsa Renovables SRL

5. Keeping its competitiveness in the energy sector ...

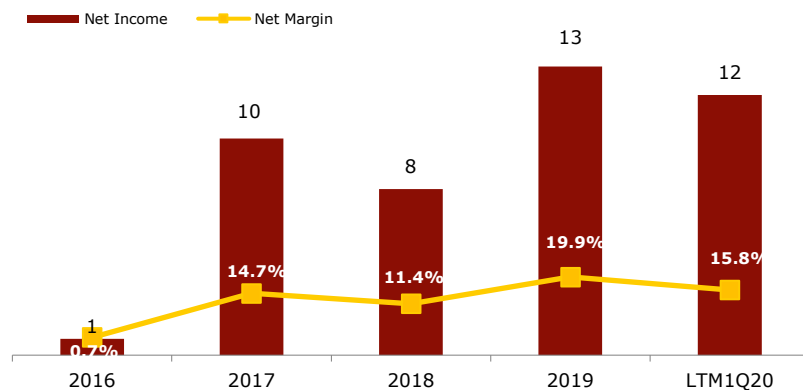
Revenues
(USD Millions)



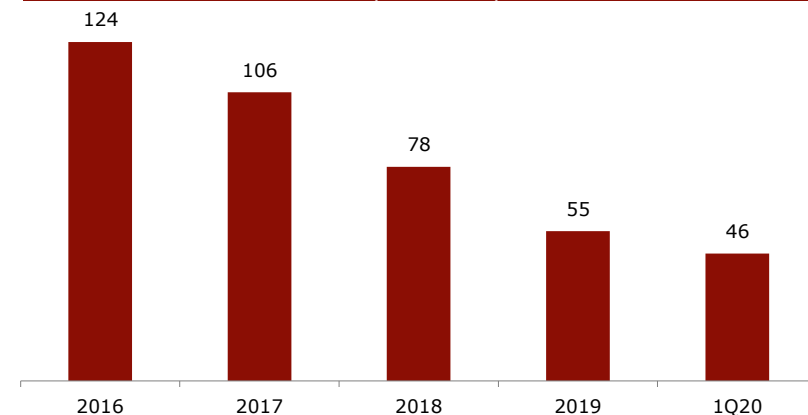
EBITDA and EBITDA Margin
(USD Millions and %)



Net Income & Net Margin
(USD Millions and %)



Net Debt
(USD Millions)



6. Skanon / Drake



6. Skanon / Drake

Company Description

- Drake UNACEM's start up subsidiary located in Arizona, USA, with state-of-the-art facilities
- There are three main competitors in the market in Arizona.
- Drake has a strong growth potential as the United States recovers from the crisis
- The company's mission is to be recognized as the leading and most respected provider of construction materials
- As of 1Q2020 Skanon revenues were 33.7% higher than in 1Q2019

Products and Brands



- ASTM C 150 Type II/V (LA)
- Clinker Type II/V
- Special cement

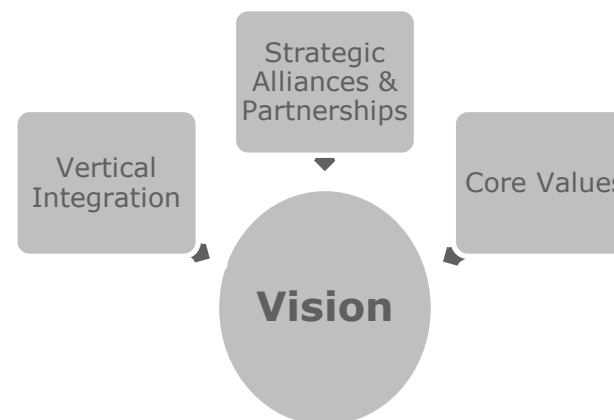


- ABC (Aggregate Base Course)
- Crushed rock
- Concrete and mortar sand
- Recycled concrete and asphalt

Financial Overview – LTM 1Q2020 (USD MM)

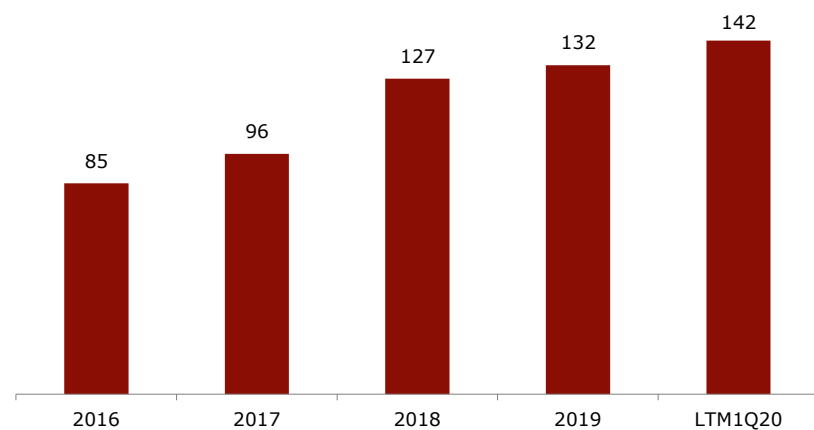
Total Assets	427
Revenue	142
EBITDA	18
EBITDA Margin	13%

Business Strategic Plan

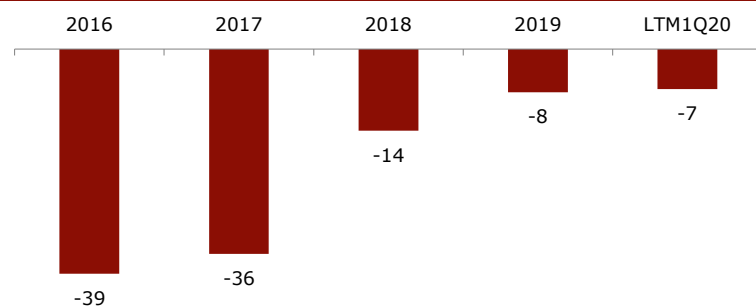


6. Successful turnaround story ...

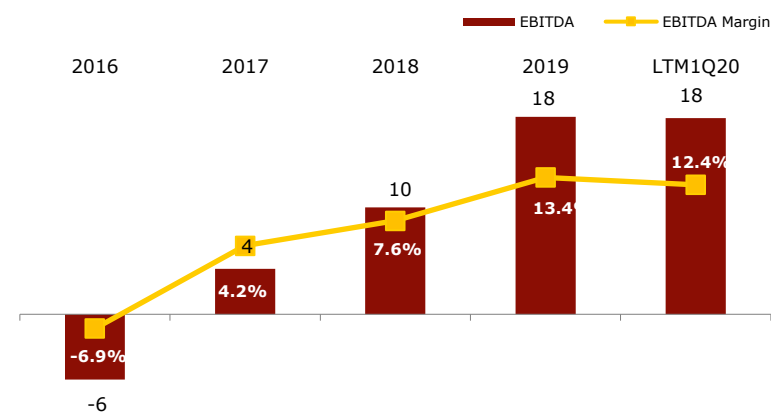
Revenues
(USD Millions)



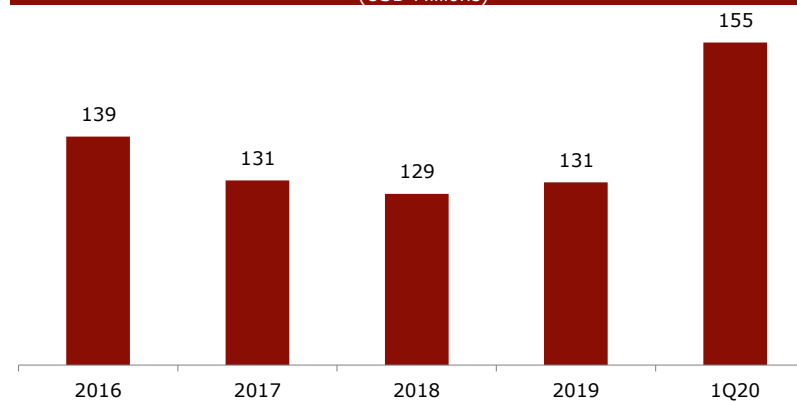
Income before taxes
(USD Millions)



EBITDA and EBITDA Margin
(USD Millions and %)



Net Debt
(USD Millions)



7. UNACEM Ecuador



7. UNACEM Ecuador

Company Description

- UNACEM Ecuador was acquired during 2014, consolidating and closing the transaction by mid November 2014 with all regulatory permits
- The Company has the widest product portfolio in the market, tailored for the construction sector
- UNACEM Ecuador is a fully integrated company with high performance assets
- UNACEM Ecuador has a prime logistical operation with 100% bags delivered door-to-door
- Excellence in stakeholder relationship
- The plant is currently operating at 72% capacity

Operations

Otavaló

2 Lines: 1 Kiln SPH and 1 Kiln AS precalciner
 Location: Imbabura (100km North of Quito)
 Clinker Capacity: 1.0 million MT
 Cement Capacity: 1.6 million MT
 Production (2019): 1.2 million MT



Financial Overview – LTM 1Q2020 (USD MM)

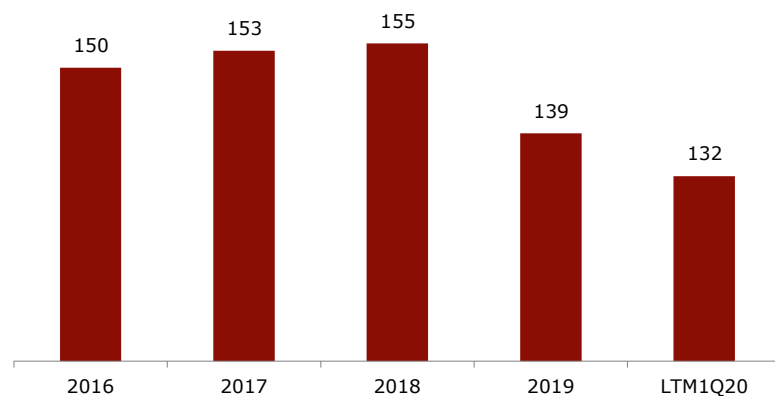
Total Assets	209
Revenue	132
EBITDA	46
EBITDA Margin	35%

Ownership structure

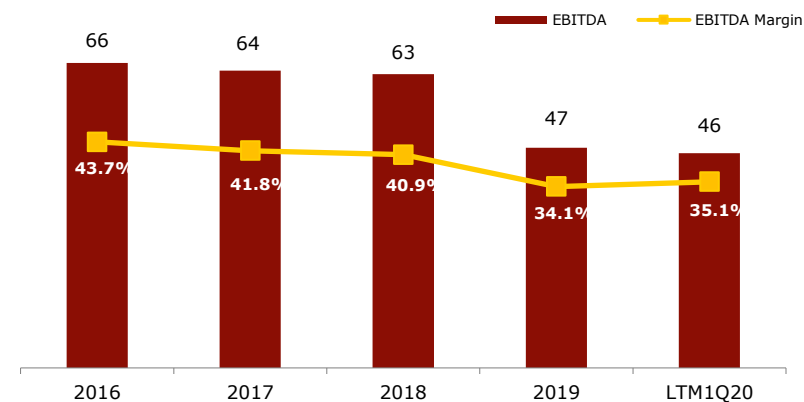


7. Delivering solid margins ...

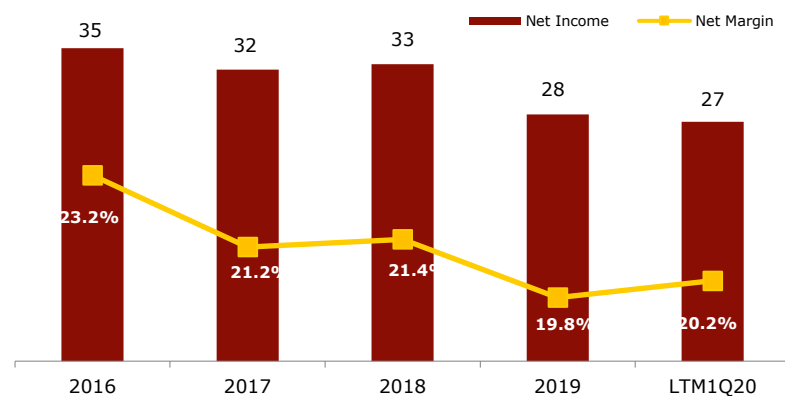
Revenues
(USD Millions)



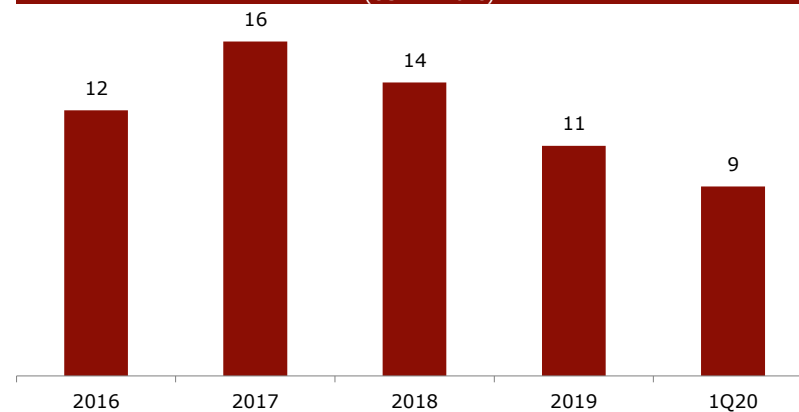
EBITDA and EBITDA Margin
(USD Millions and %)



Net Income & Net Margin
(USD Millions and %)



Net Debt
(USD Millions)



8. Preansa



8. PREANSA Peru & Chile

Company Description

- Prefabricados Andinos Perú S.A.C. (PREANSA Perú) is a subsidiary of UNACEM which mainly produces prestressed industrialized concrete structures
- The business has a strong growth potential and already has tripled sales in the past 3 years
- PREANSA Peru was founded in 2007 with UNACEM holding 50% of ownership
- In January 2014, UNACEM acquired 51% of ownership of Preansa Chile.
- PREANSA Colombia started operations in July 2016.
- PREANSA has presence in Peru, Chile and Colombia

Production Capacity

	Peru		Chile
Pillars	90 m/day	Pillars	60 m/day
Industrial Belts	400 m/day	Industrial Belts	300 m/day
Prestressed light beams	100 m/day	Prestressed light beams	120 m/day
Prestressed heavy beams	220 m/day	Prestressed heavy beams	60 m/day
Mezzanine Elements	140 m/day	Mezzanine Elements	300 m/day
		Wall panel	80 m/day

Financial Overview – LTM1Q2020 (USD MM)

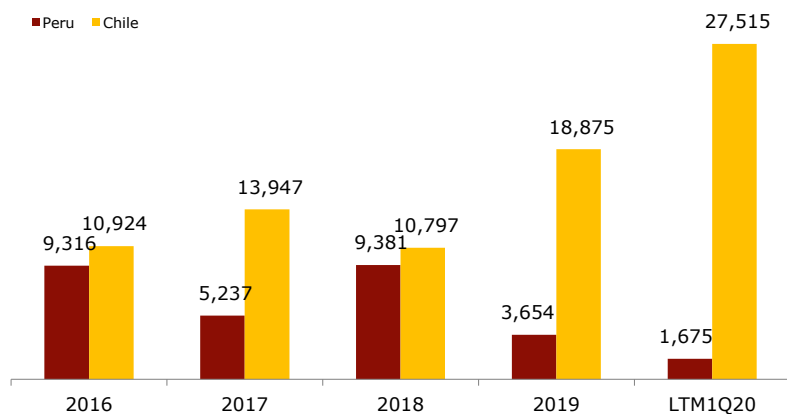
	Peru		Chile
Total Assets	20	Total Assets	25
Revenue	2	Revenue	28
EBITDA	-1	EBITDA	5
EBITDA Margin	-77%	EBITDA Margin	18%

Ownership structure

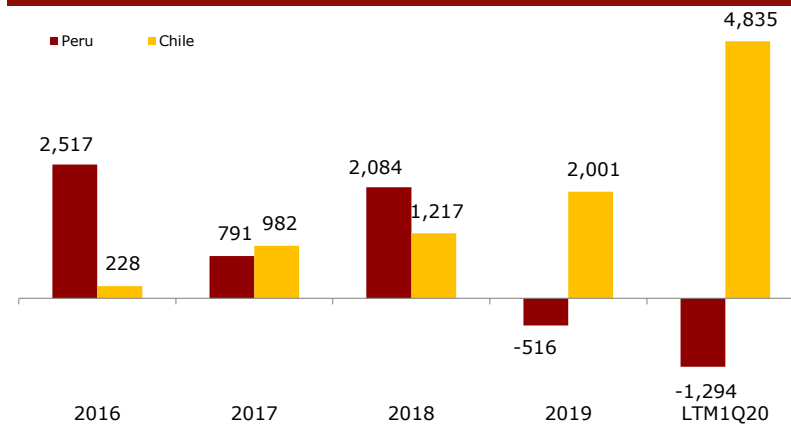


8. Building a high potential operation in the region ...

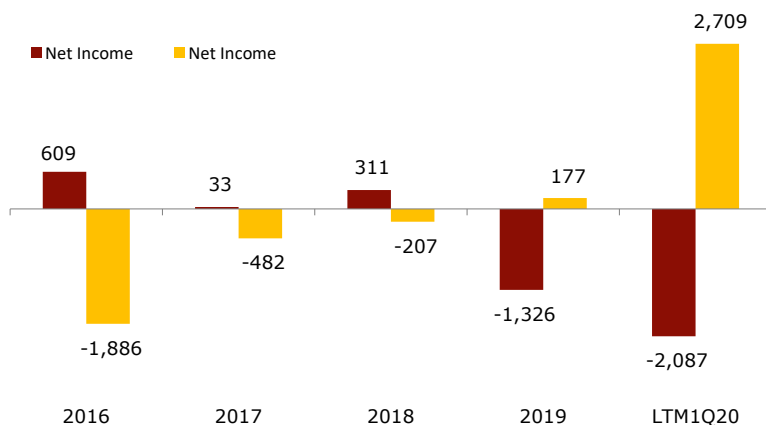
Revenues (USD Thousands)



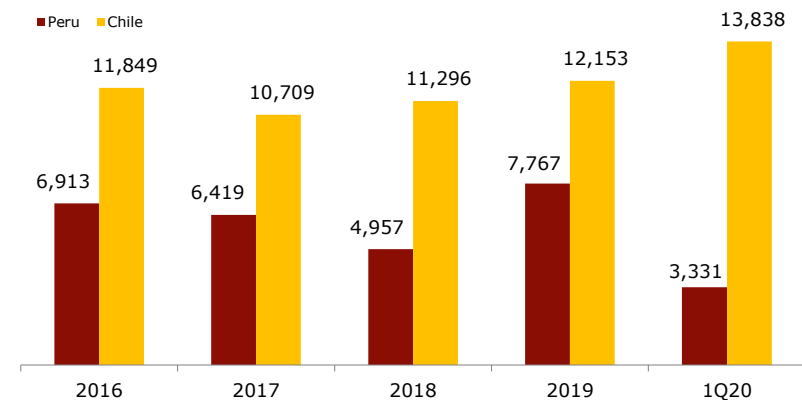
EBITDA (USD Thousands)



Net Income (USD Thousands)



Net Debt (USD Thousands)

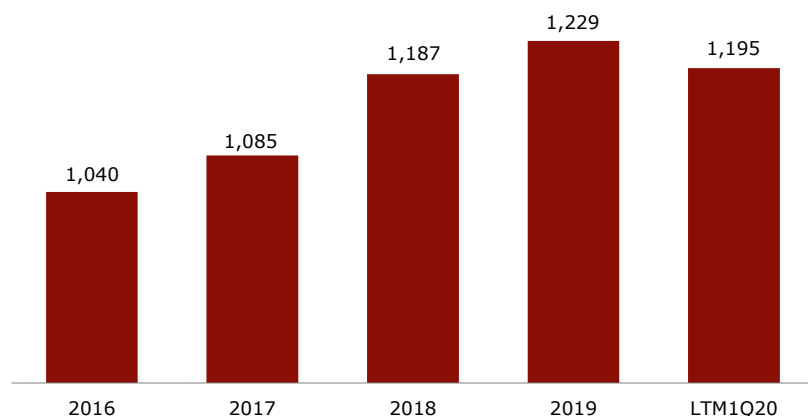


9. Consolidated Financial Highlights

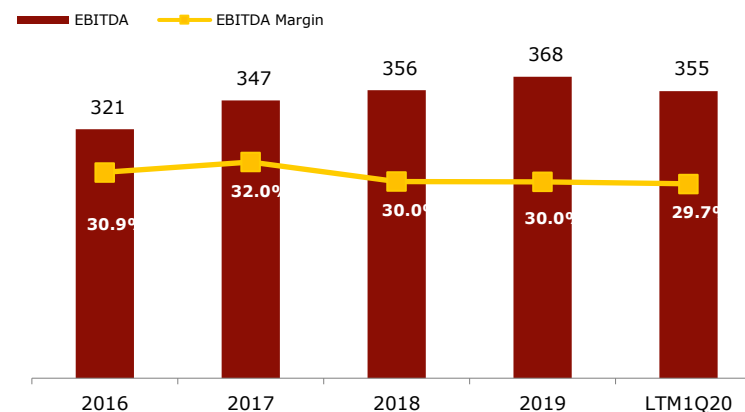


9. Optimistic about opportunities to come ...

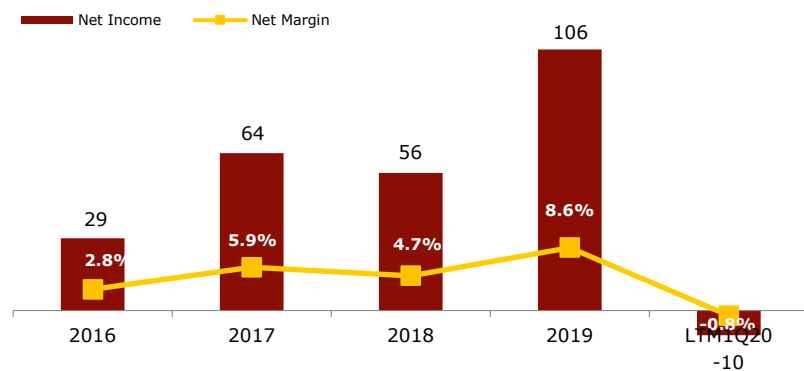
Revenues
(USD Millions)



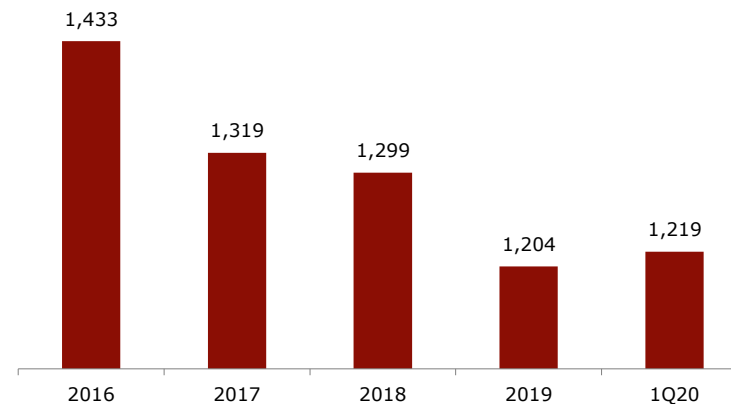
EBITDA and EBITDA Margin
(USD Millions and %)



Net Income & Net Margin
(USD Millions and %)

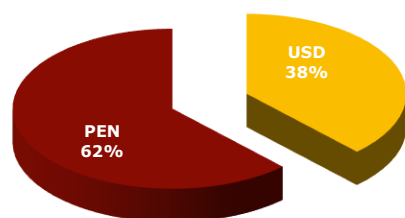


Net Debt
(USD Millions)



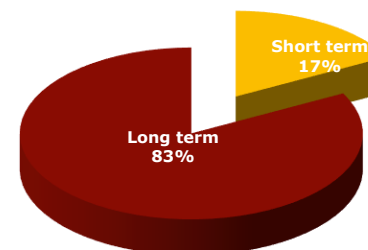
9. Consolidated Debt Profile

FX Distribution as of 1Q20
(USD Millions)

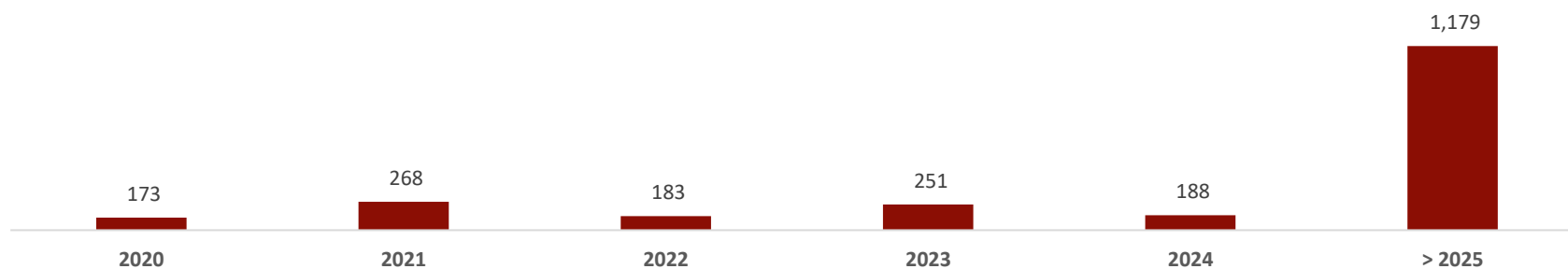


Total Debt
USD 1,264

Maturity Profile
(As of 1Q20)



Amortization Schedule
(USD Millions)





 **CREDICOR capital**

**INVESTOR
CONFERENCE**
September 21-30th



Atocongo Plant, Lima

Recent news

Reconstruction with changes

UK of Great Britain and Northern Ireland to be in charge of execute PEN 7,000 million due to the government-to-government agreement signed in July.

Budget of PEN 25,655 million

1°

PIURA:
PEN 7,541 MM

2°

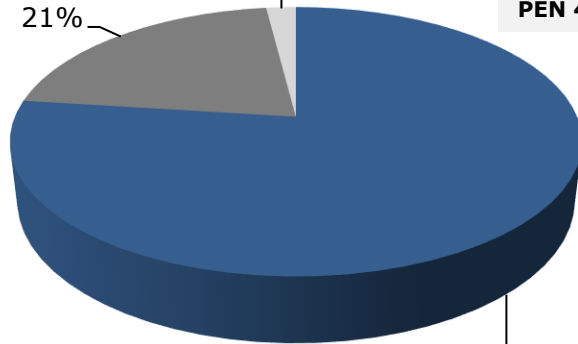
LA LIBERTAD:
PEN 4,286 MM

3°

ANCASH +
LIMA:
PEN 5,696 MM

Preventive works
PEN 5,446

21%



Strengthening institutional capabilities
PEN 450

77%

Works on damaged infrastructure
PEN 19,759

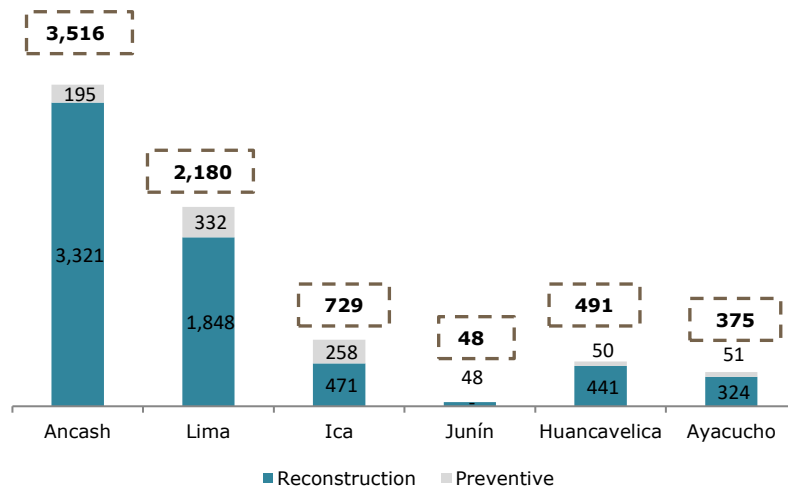
As of December 2019, PEN 5,468 (21%) million of budget was executed

Investment on damaged infrastructure by Sector				
Sector	Interventions	Investment (PEN MM)	Total %	
Transports		9,760	49.4%	
	- National Roads - Highways	2,638 km	4,333	21.9%
	- Local roads Highways and roads	7,095 km	4,504	20.4%
	- Local Roads - Bridges	192 bridges	923	4.7%
Housing	45,613 houses	1,114	5.6%	
Education	1,444 schools	2,671	13.5%	
Sanitation	Water and sewage networks	2,041	10.3%	
Health	154 hospitals, health posts and health centers	1,343	6.8%	
Agriculture and irrigation	224 intakes, 608 km of canals, 269 km of drains	1,344	6.8%	
Roads and sidewalks	811 km roads and sidewalks, and 161 bridges	1,483	7.5%	
Total		19,759	100%	

Reconstruction with changes in UNACEM's area of influence

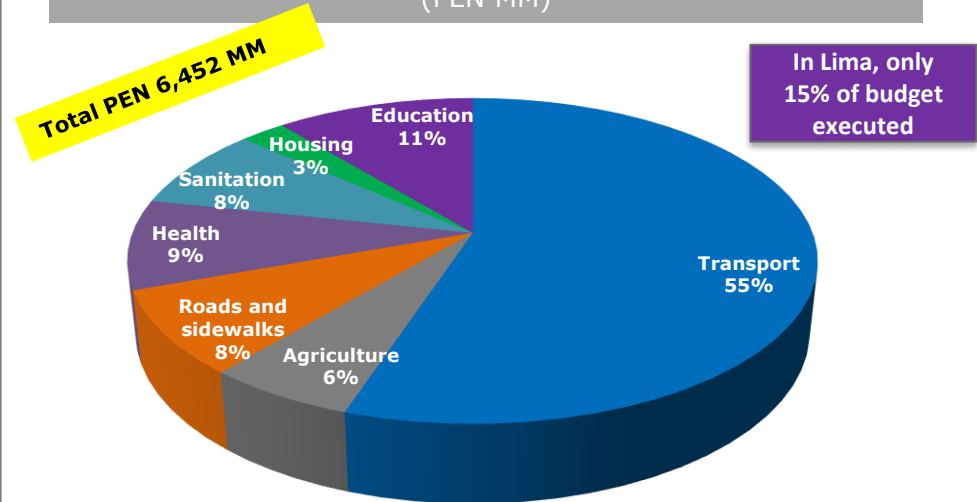
Reconstruction represents an important potential for dispatches of cement, ready mix and industrialized concrete structures for UNACEM and its subsidiaries in the coming years ... **28.6% of the reconstruction budget is allocated in UNACEM's area of influence**

Budget allocated by relevant region (PEN MM)



- ✓ September 12, 2017: Reconstruction Plan was approved
- ✓ December 17: First projects awarded
- ✓ December 17 – June 17: Studies
- ✓ April 18: execution

Budget allocated for Reconstruction Works Central region (PEN MM)



In Lima **PEN 1,783 MM** were executed in transports Works and housing from 2017 – July 2020

Roads



PEN 735MM

Rural Roads



PEN 74MM

Bridges



PEN 76MM