

# UNACEM Corp 3Q2024 Conference Call

November 19<sup>th</sup>, 2024



# Presenting today



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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

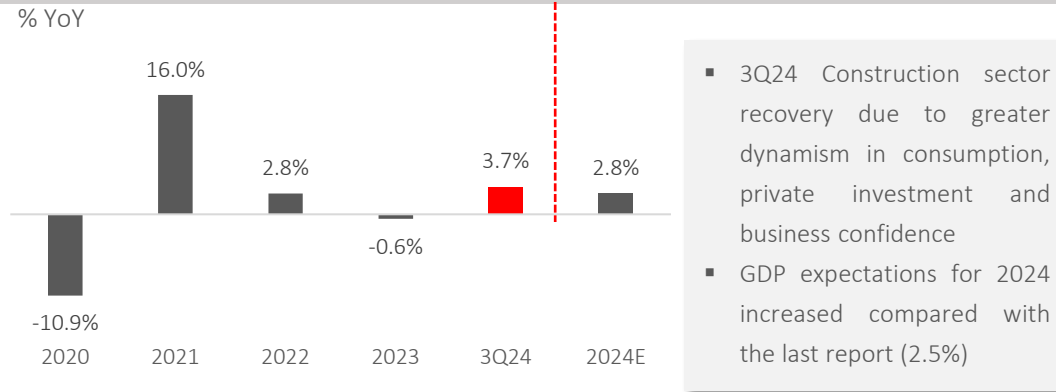
# 3Q2024 HIGHLIGHTS



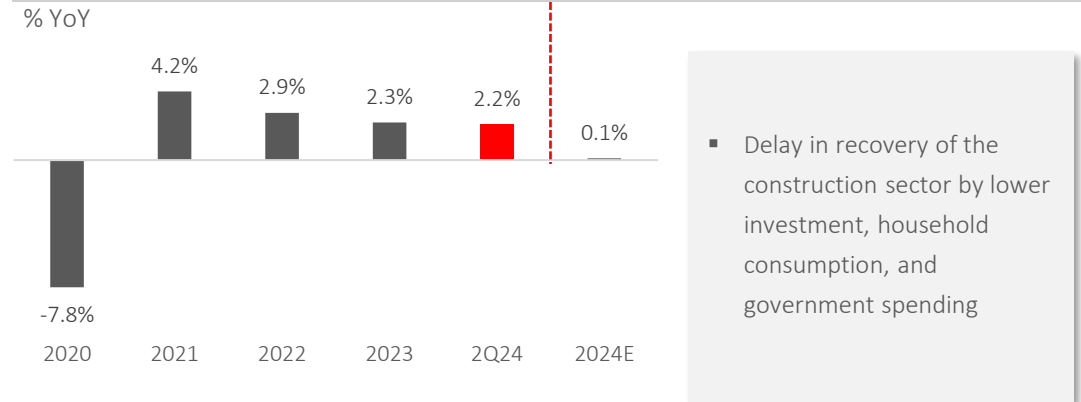
- Revenues increased +2.2%
- EBITDA growth +18.1%
- Leverage ratio: 3.23x, temporarily above our target
- 3Q2024 full consolidation of Tehachapi and Termochilca

# Economic trends in our Latin American operations are relatively stable due to political uncertainty

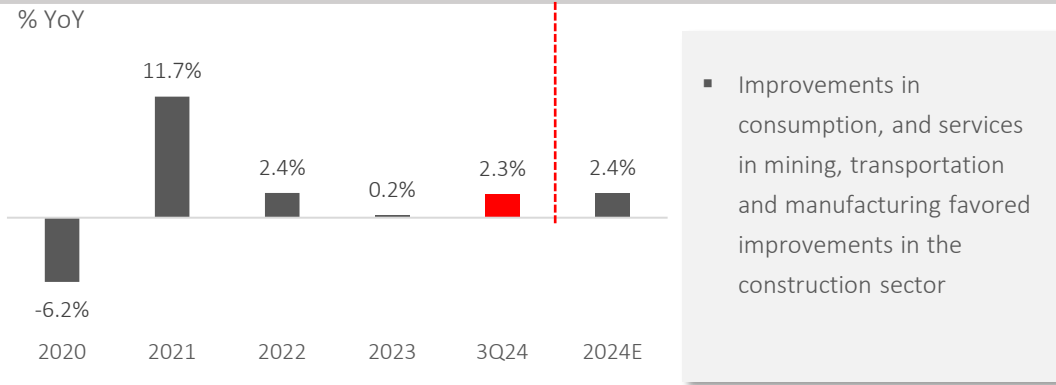
## Peru GDP



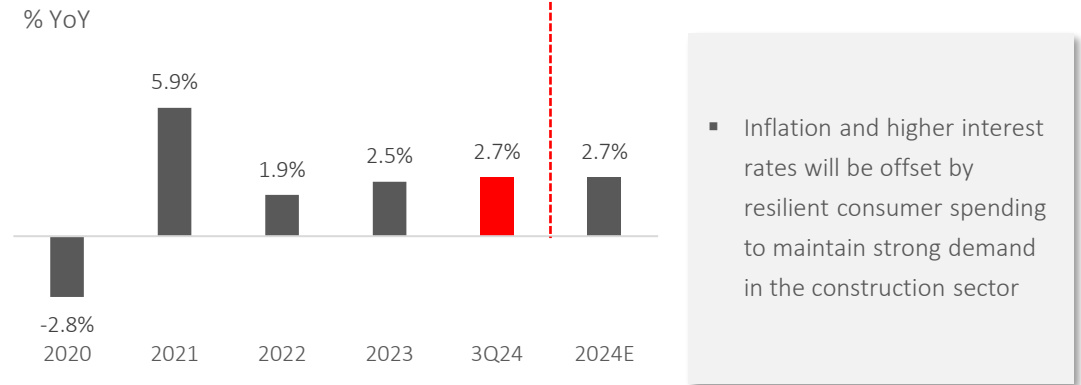
## Ecuador GDP



## Chile GDP



## USA GDP



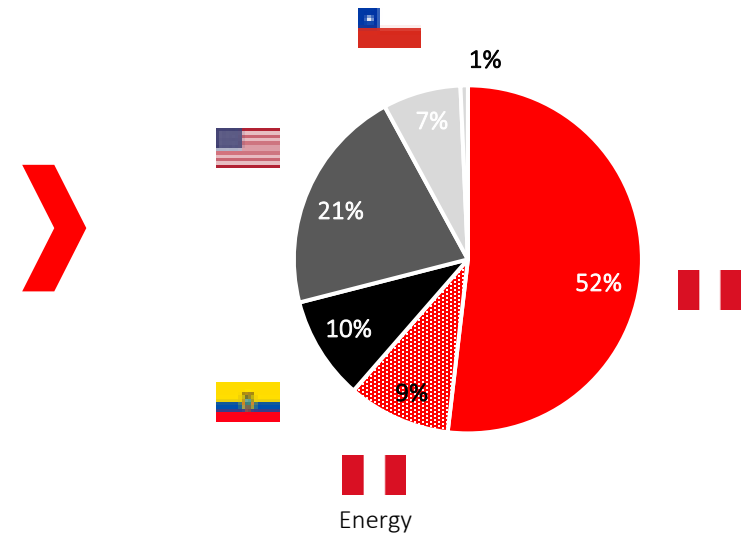
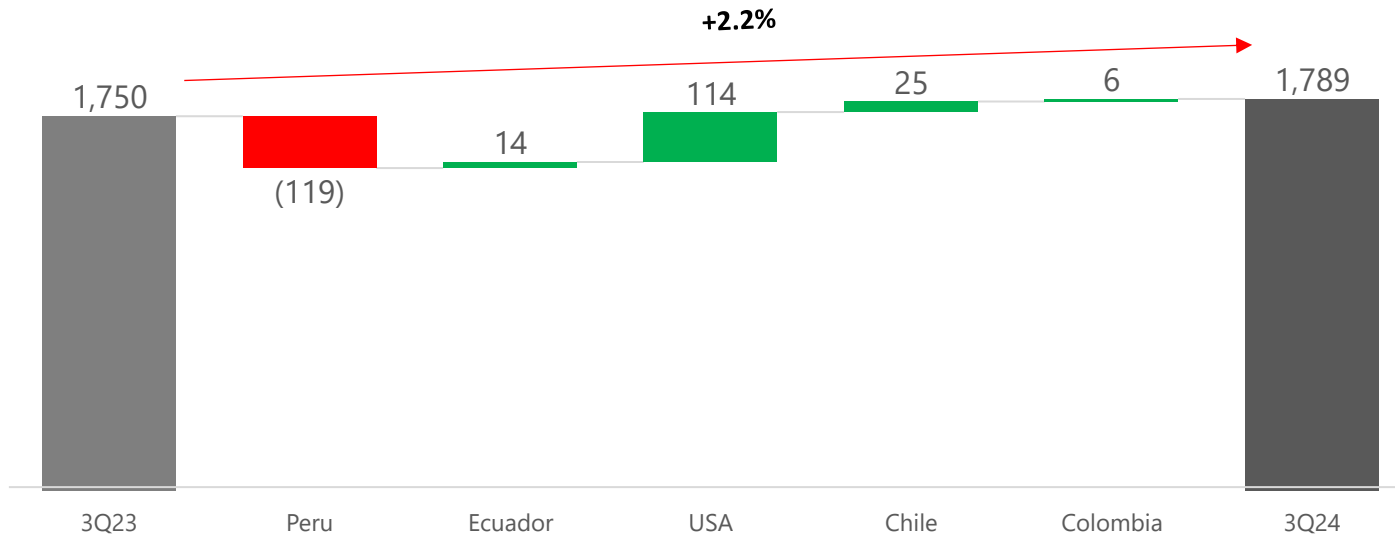
Forward looking expectations for  
2024...



# Revenue growth was mainly driven by the strengthening of U.S. operations














3Q24 Revenue contribution by country

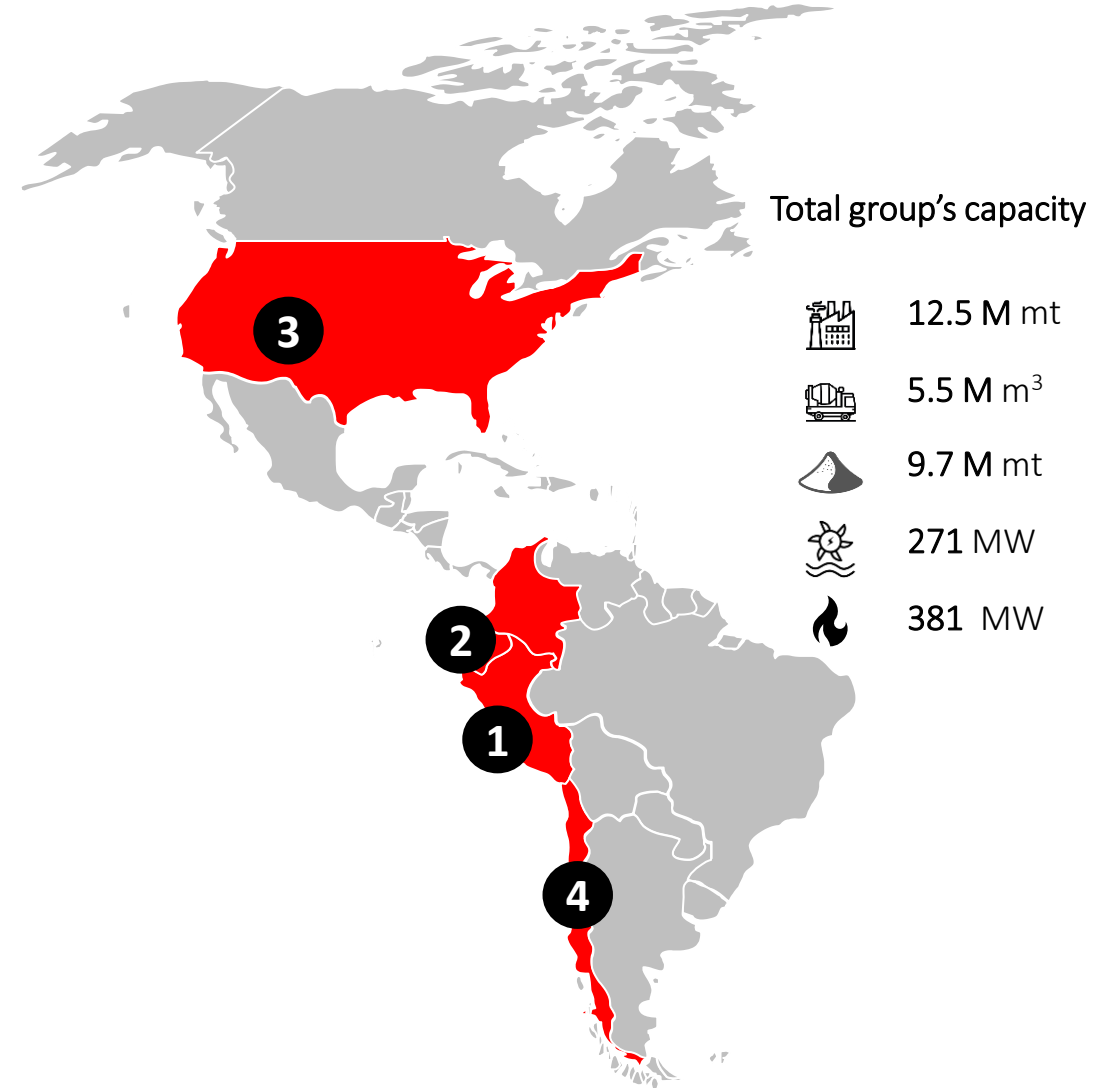
PEN Million, %



# Volumes in our Latam business units showed a positive trend this quarter

## Volumes 3Q24

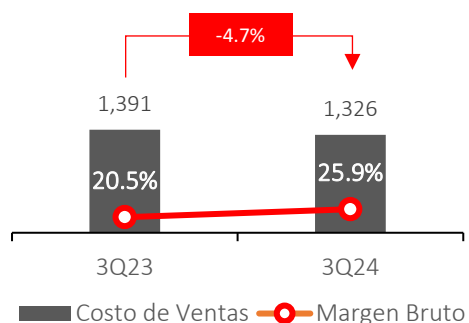
Unit	Change (%)	Production	Volume	Energy
1 	+1.0%		1.5 M mt	 1.2 MWh
2 	-1.8%		315k mt	 58k m <sup>3</sup>
3 	+105.7%		320k mt	 225k m <sup>3</sup>  386k mt
4 	+9.2%		134k mt	 200k m <sup>3</sup>





# Improved gross margin was impacted by one-off charges

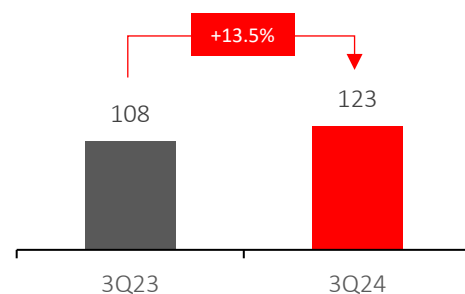
3Q24 COGS & gross margin  
PEN Million, %



## 4.7% COGS decrease & higher gross margin:

- Operational efficiencies mainly in fuel and raw materials in the cement operations
- Lower marginal cost in the energy platform

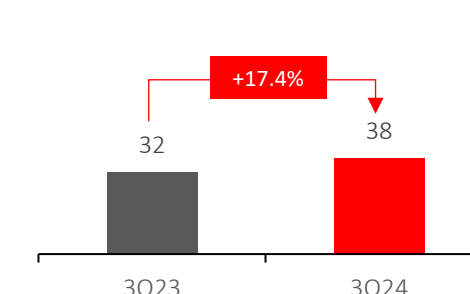
3Q24 Administrative expenses  
PEN Million, %



## 13.5% Administrative expenses increase:

- Incorporation of Tehachapi
- Higher personal expenses, workers profit sharing mainly, in cement and concrete operations in Peru
- Higher donations

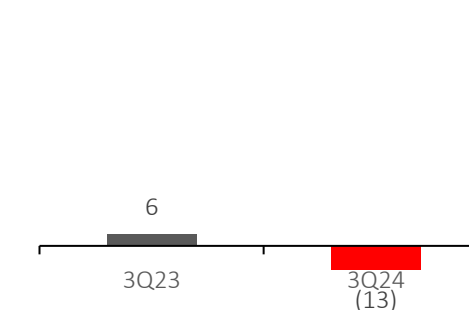
3Q24 Selling expenses  
PEN Million, %



## 17.4% Selling expenses increase:

- Incorporation of Tehachapi
- Commercial efforts in UNICON Peru
- Stable Selling Expenses/Revenue ratio 2.1% slightly higher than previous quarters

3Q24 (Other income) and expenses, net  
PEN Million



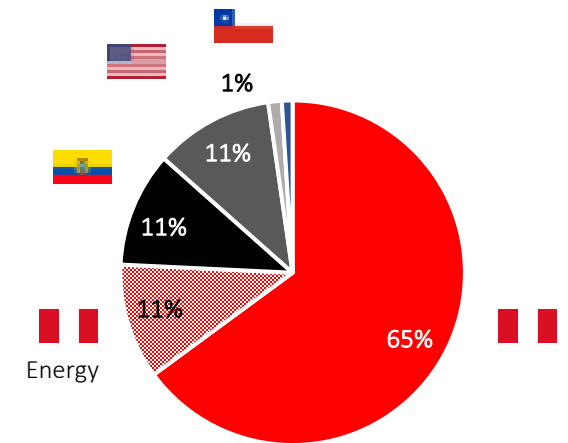
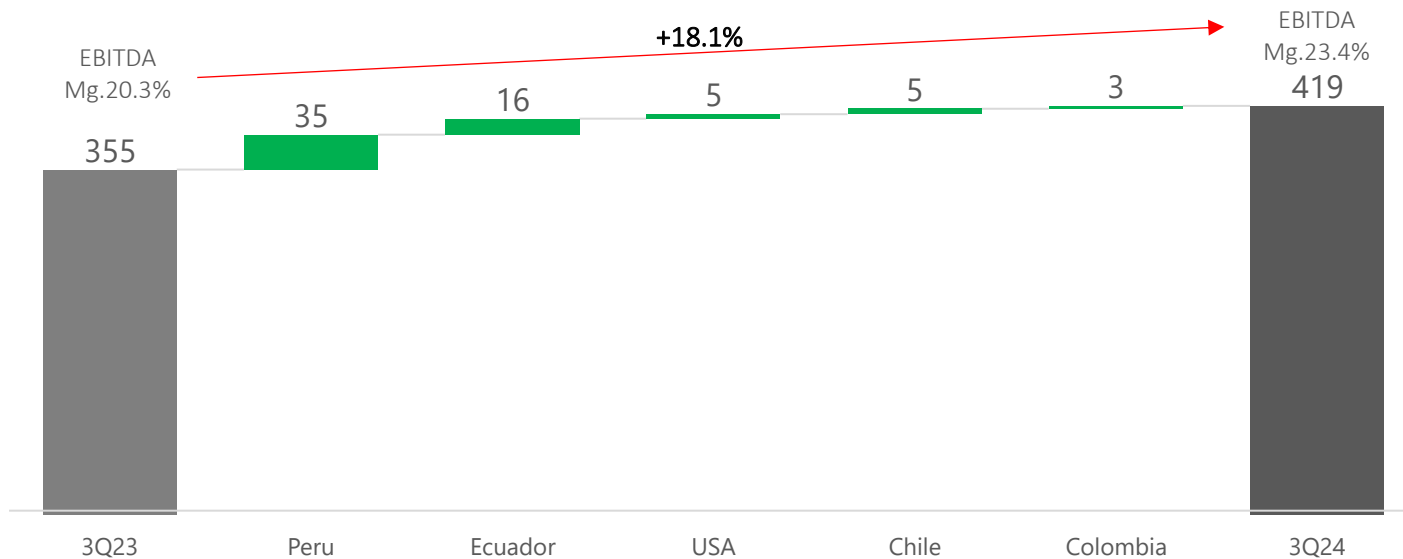
## Other income / expenses net increase:

- Fine to SUNAT due to a resolution for 2010 Income Tax (PEN 5 million)
- Temporarily security contribution in Ecuador (PEN 2.2 million)
- 3Q23 recorded non-recurrent income from overpaid VAT, sale of aggregates equipment in US

# Efficiencies in the Peruvian cement operations and the recently incorporated U.S. operations supported an 18.1% EBITDA growth

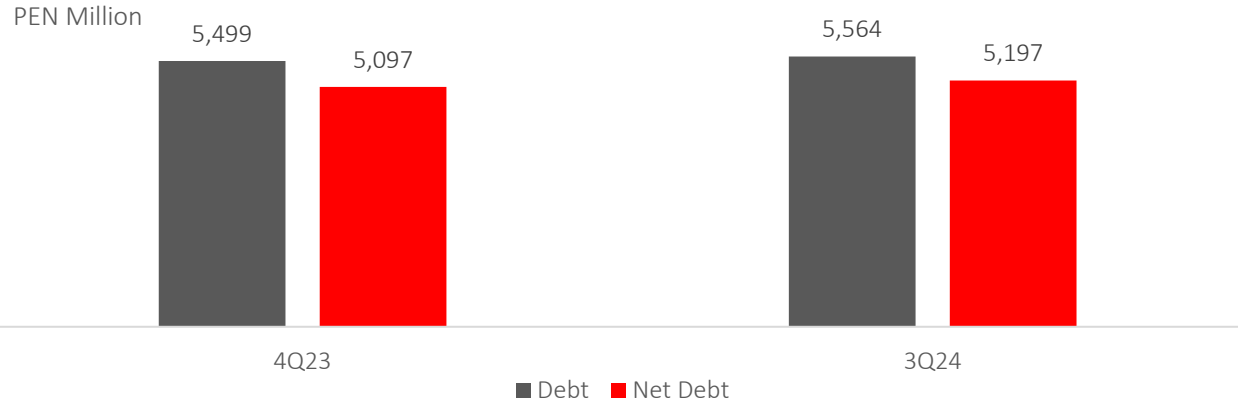
3Q24 EBITDA contribution by country

PEN Million, %

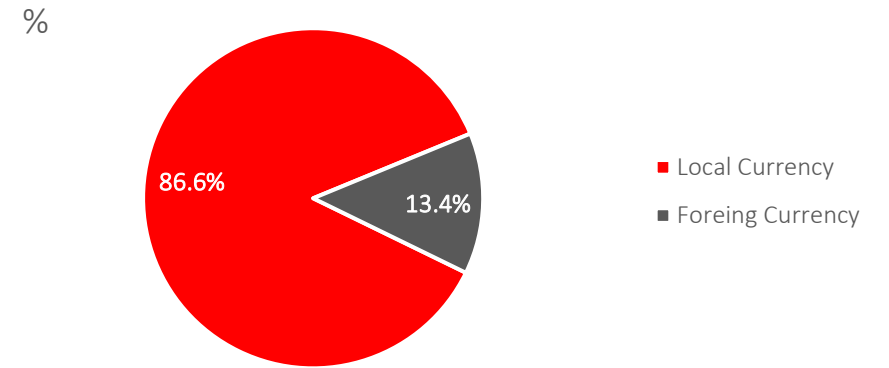


# We will continue to focus on deleveraging the company

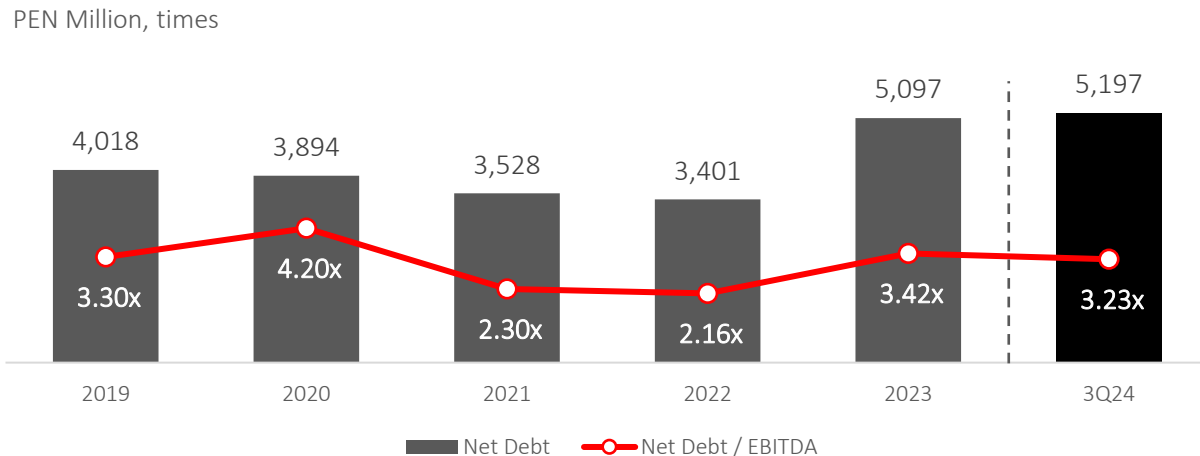
Total debt and net debt



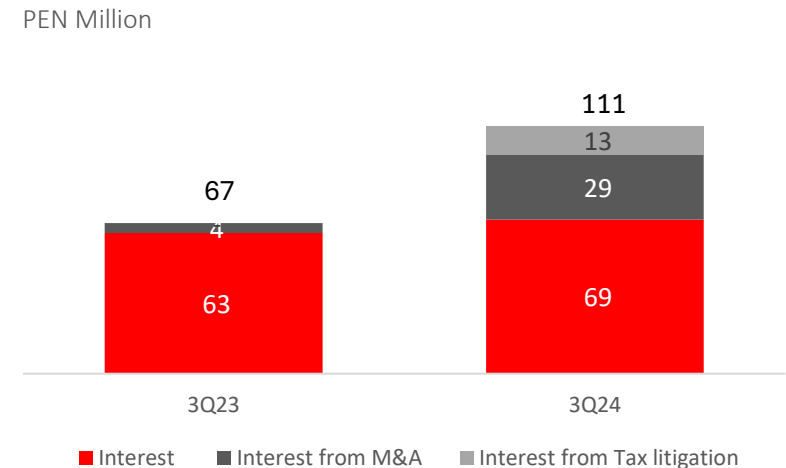
Total debt FX exposure 3Q24



Net debt and leverage ratio

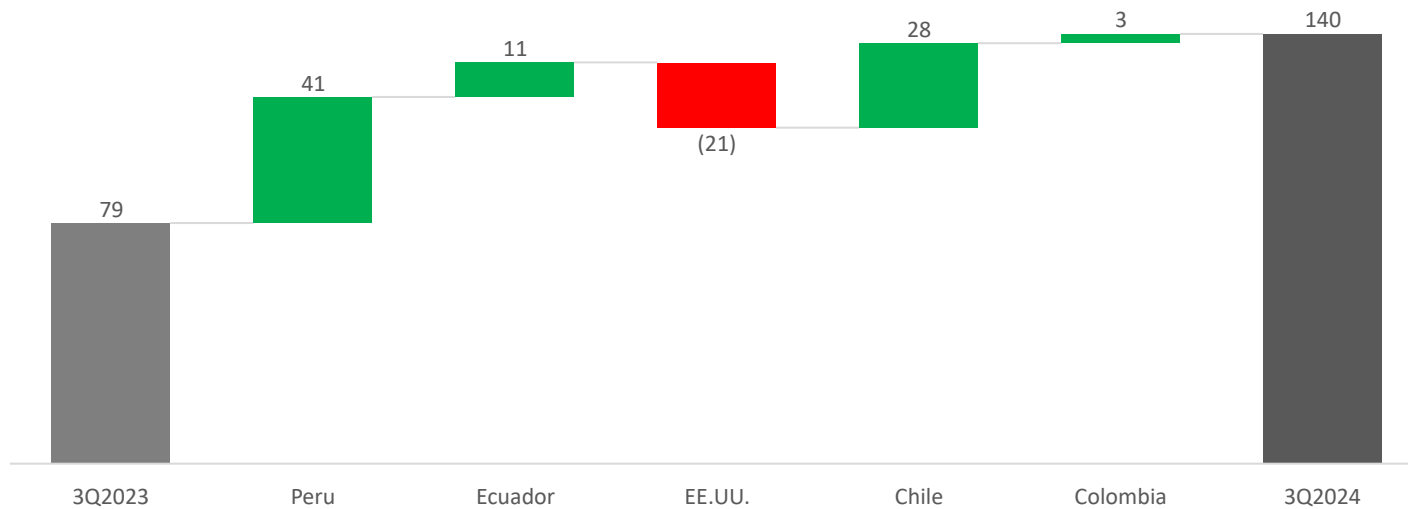


Financial expenses 3Q24



# Net profit was higher in spite of non-recurrent payments

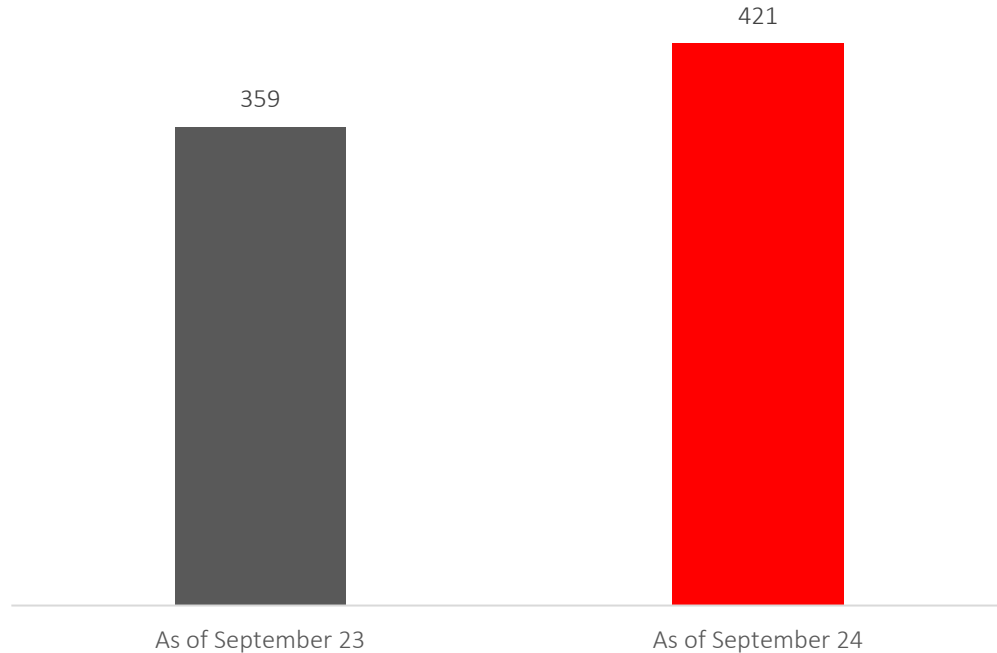
3Q24 Net profit  
PEN Million




- 78.7% increased compared to 3Q23
- Higher financial expenses and income tax for 2000 and 2014 fiscal year payments
- FX difference during the period went from a loss of PEN 49.5 million in 3Q23 to a gain of PEN 32.9 million

# CAPEX execution guarantees our sustainability in the following years

CAPEX as of September 2024  
PEN Million




- 1**


  - Roofing of the clinker fields
  - Kiln 3 cooler dedusting system
  - Mixer and pump trucks


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- 2**


  - Improvement in grinding facility
  - Equipment and fixed assets for ready-mix production


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- 3**


  - Kiln 1 optimization
  - Crusher level change

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- 4**


  - Talca plant adaptation

# Q&A



*Together we grow to build a sustainable world*

