

Grupo UNACEM

1Q2025 Conference Call

May 19th, 2025



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

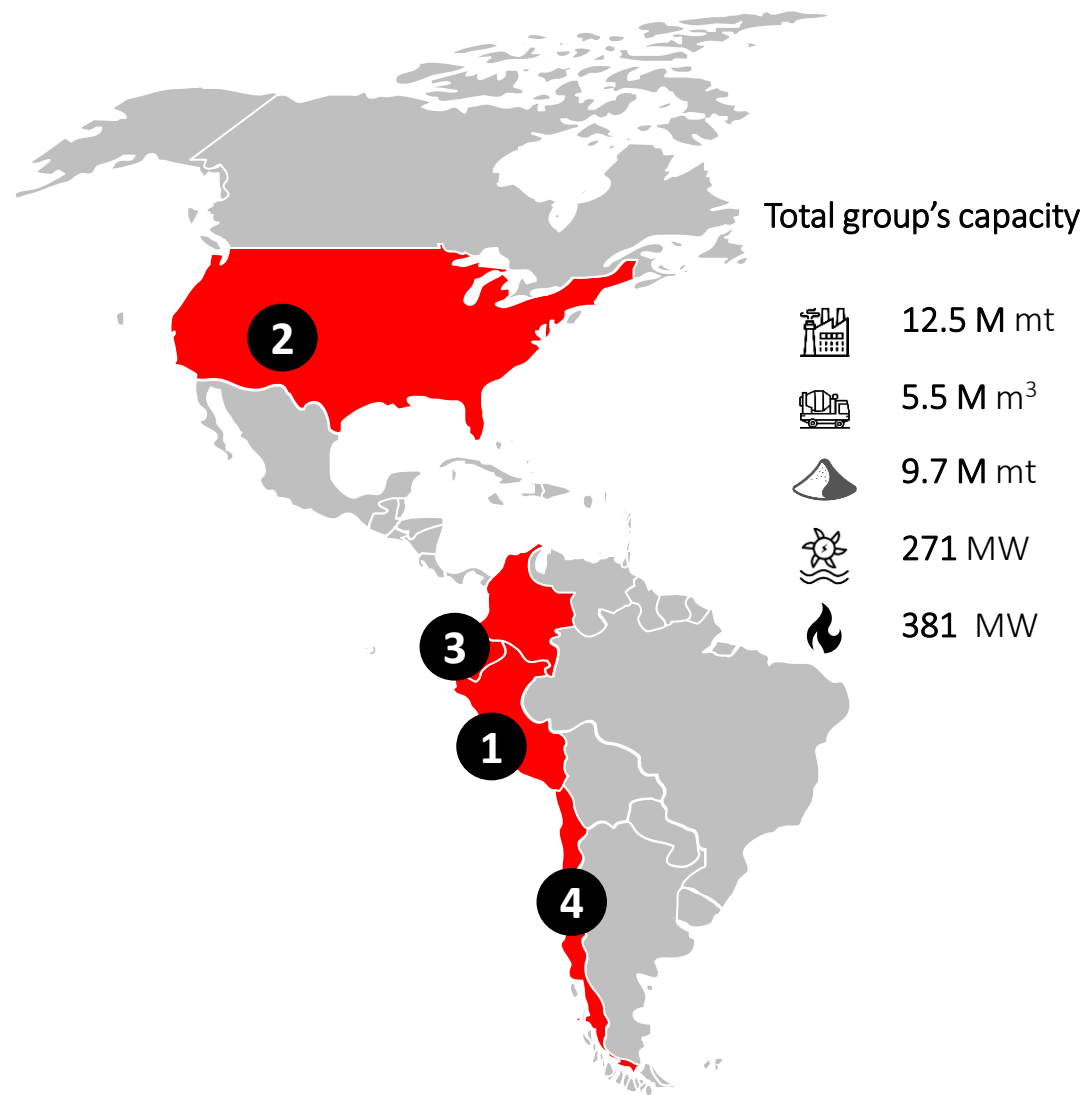
1Q2025 HIGHLIGHTS



- Revenues increased +4.1% YoY
- EBITDA decreased -7.0% YoY
- Net Income increased +0.5% YoY
- Current Liquidity Ratio: Improved to 1.15x
- Leverage ratio: 3.23x, slightly above 4Q24

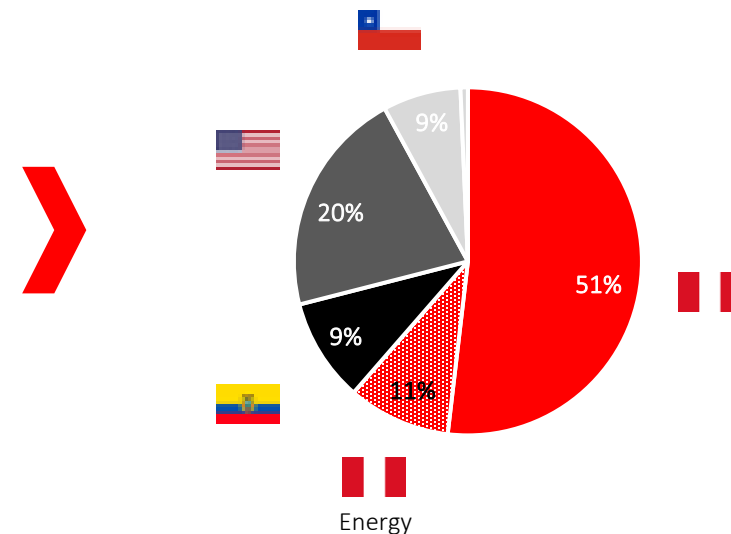
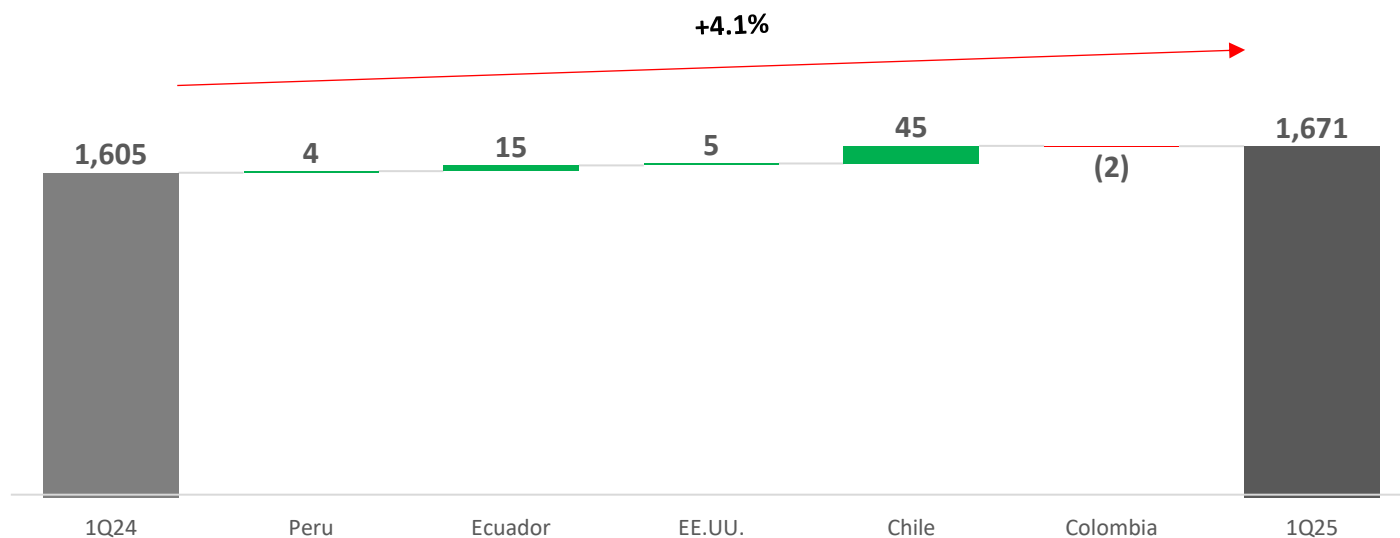
Resilient volumes in Peru, strong demand in California and market recovery signs in Ecuador and Chile

Volumes 1Q25				
1		-0.8%	-18.0%	+10.4%
				
		1.3 M mt	588k m ³	1,052 GWh
2		+15.8%	-8.7%	-14.2%
				
		282k mt	232k m ³	361k mt
3		+3.4%	+78.9%	
				
		275k mt	49k m ³	
4		-3.7%	+29.3%	
				
		126k mt	259k m ³	



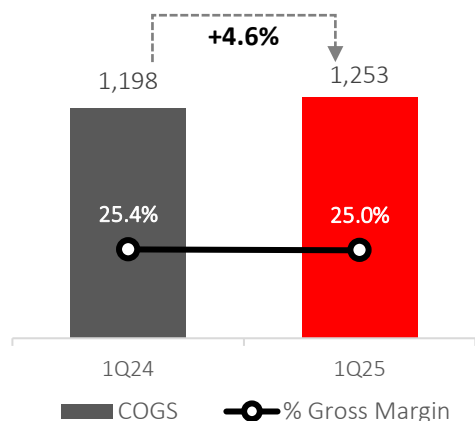
Revenue growth was supported by a solid demand from Celepsa, Chile and Ecuador, with higher cement volumes in the U.S.

1Q25 Revenue contribution by country
PEN Million, %



Results were impacted by maintenance costs, higher energy costs and non- recurring effects recorded in 1Q24

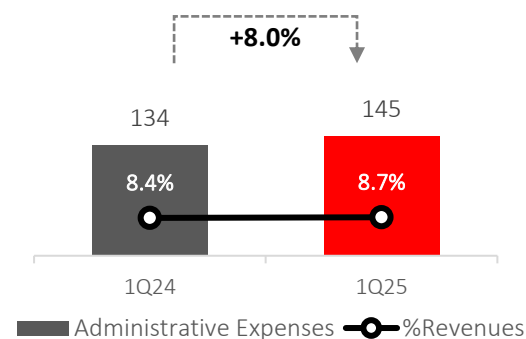
1Q25 COGS & Gross margin
PEN Million, %



4.6% COGS increase & lower gross margin:

- Higher production cost in UNACEM Peru due to maintenance and raw materials, partially compensated with efficiencies and average prices
- Higher marginal cost of energy in hydro generation. Higher cost of natural gas in thermal generation
- Partially offset by higher gross margin in UNA due to economies of scale in Tehachapi and better gross margins in Chile and Ecuador

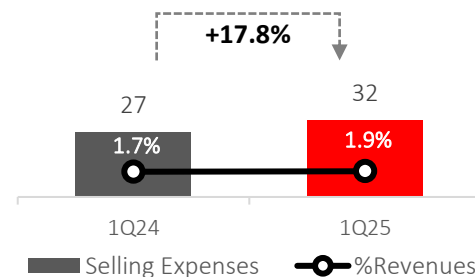
1Q25 Administrative expenses
PEN Million, %



8.0% Administrative expenses increase:

- Higher expenses in the U.S. due to Las Vegas plant, insurance expenses and depreciation
- Higher software licensing expenses, consultancies,
- Offset by lower donations in the period

1Q25 Selling expenses
PEN Million, %



17.8% Selling expenses increase:

- Higher personal expense that strengthen our salesforce

1Q25 Other income and (expenses), net
PEN Million

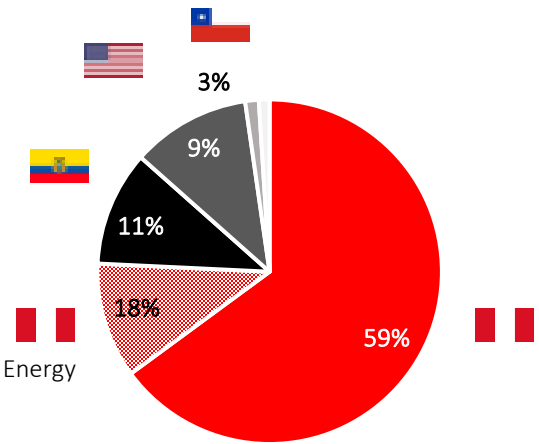
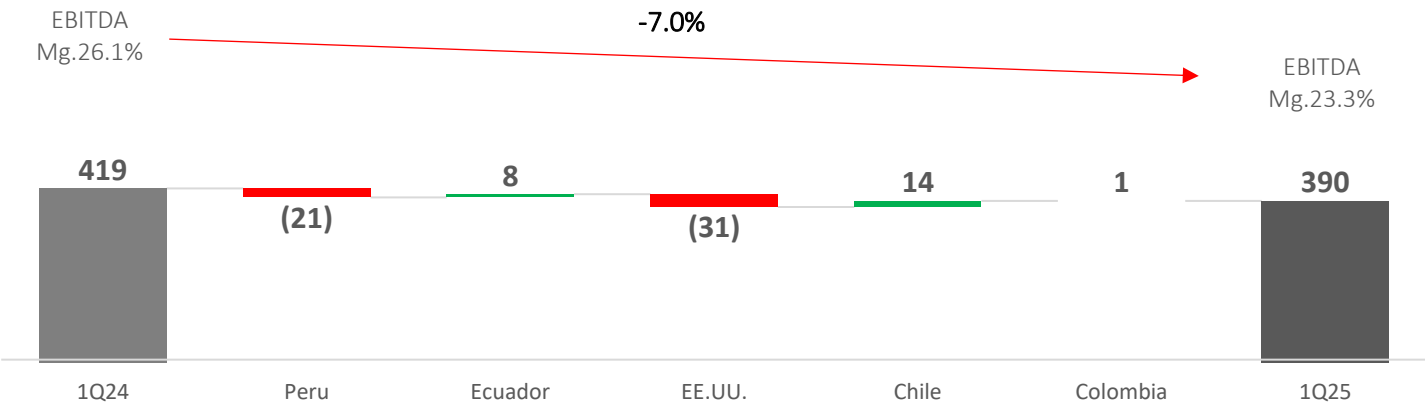


Other income /(expenses) net decrease:

- Lower Other income due to non-recurring sale of land in UNA with an effect of PEN 27.5MM in 1Q24
- Higher branding expenses in UNICON Peru
- Higher expenses due to port operations cost in UNACEM Peru

In spite of better results in Ecuador and Chile, EBITDA margin was impacted by lower economies of scale and 1Q24 non-recurrent income from U.S. operations

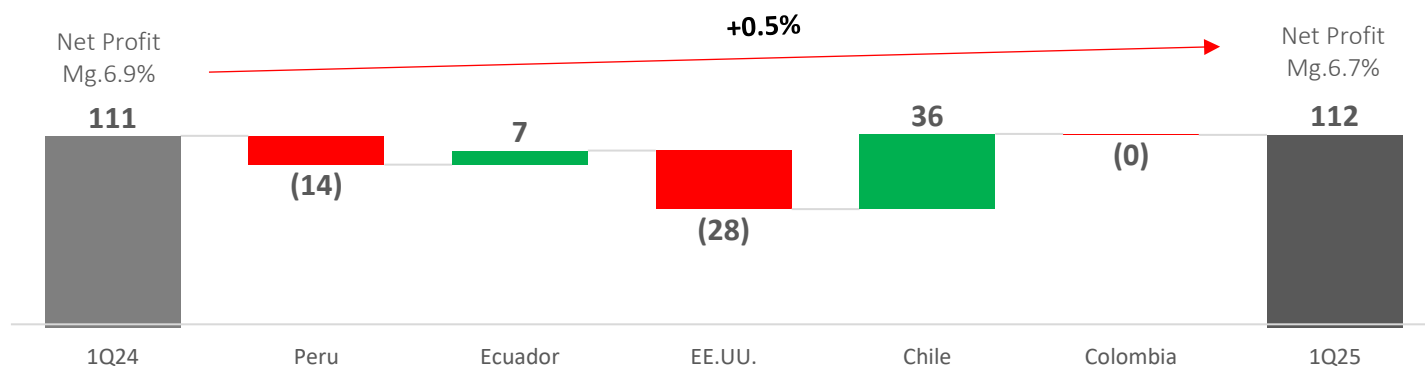
1Q25 EBITDA contribution by country
PEN Million, %



Excluding one-offs, EBITDA would have been relatively stable:
PEN 391 MM (1Q24) vs PEN 390 MM (1Q25)
Margin would have declined 106 bps, from 24.37% to 23.31%.

Net profit was similar to 1Q24 with a positive FX effect

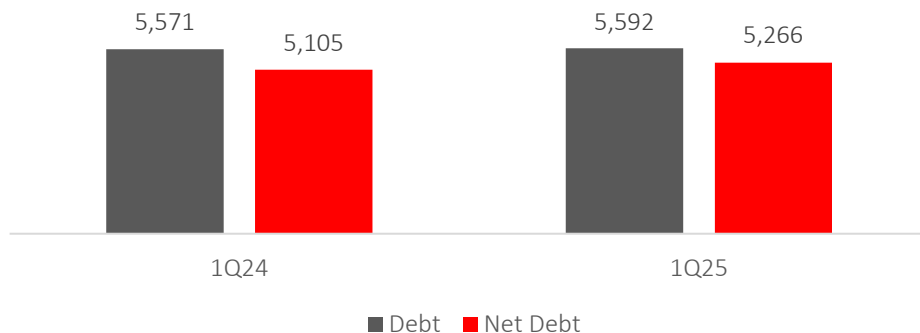
1Q25 Net profit
PEN Million



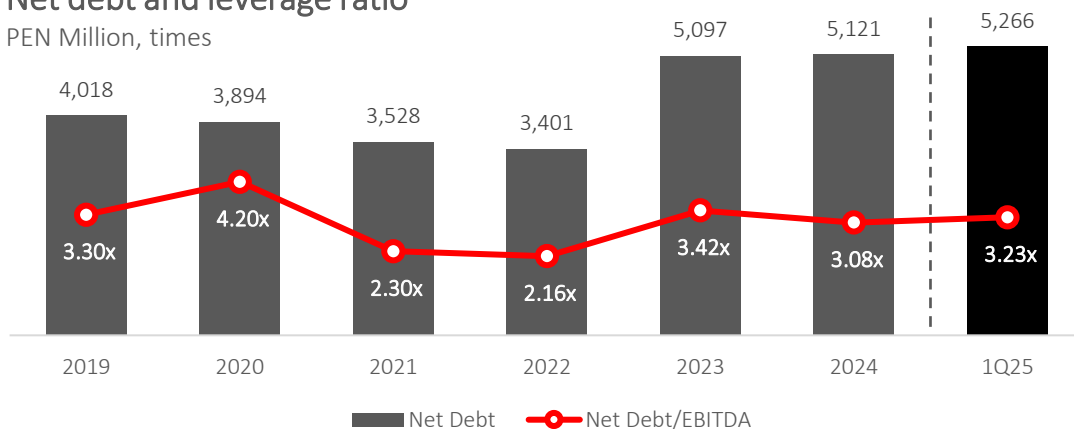
- Lower financial expenses **(-7.5%)** due to better interest rate environment.
 - Peruvian Interest Rate 1Q25: 4.75% **(150 bps lower** than 1Q24)
 - FED Interest Rate 1Q25: 4.50% **(100 bps lower** than 1Q24)
- FX difference during the period went from a loss of PEN 18.4 million in 1Q24 to a gain of PEN 28.3 million (PEN +46.7MM)

Short term liability refinancing executed in 1Q25 extends our maturities and improves our debt profile

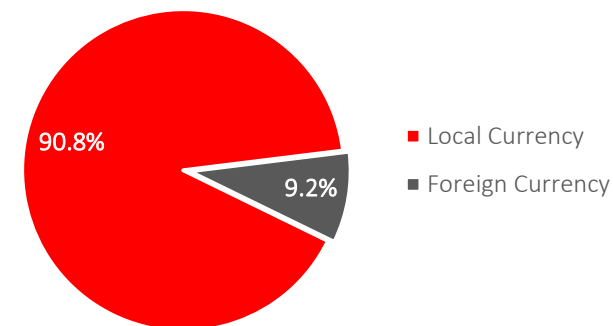
Total debt and net debt
PEN Million



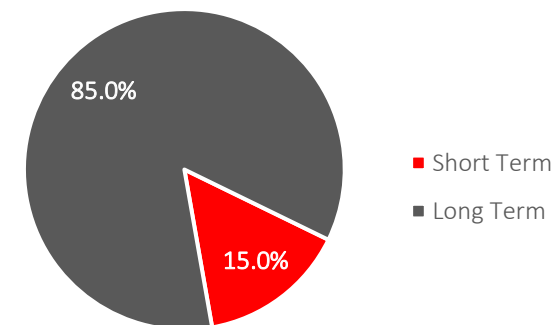
Net debt and leverage ratio
PEN Million, times



Total debt FX exposure 1Q25
%

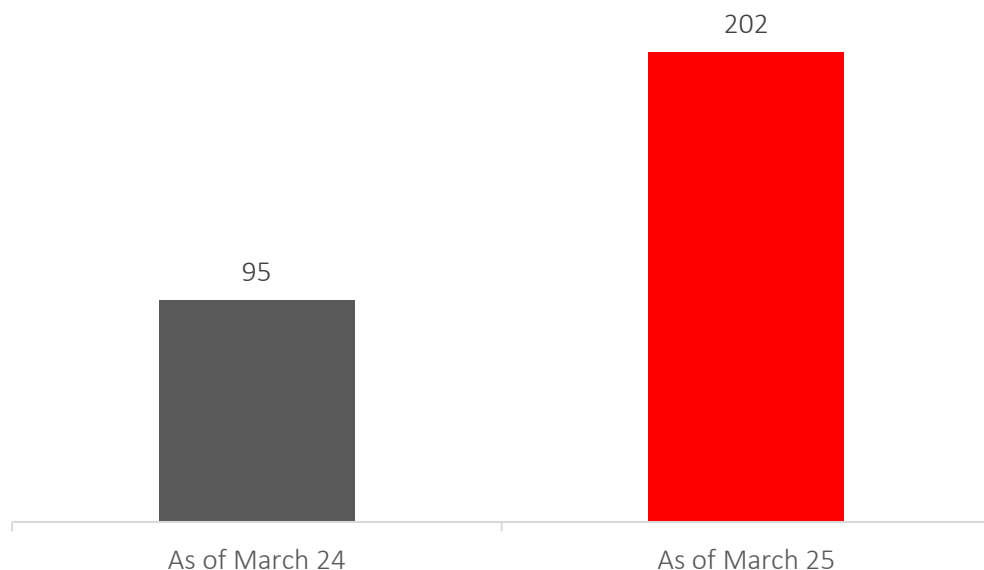


Total Debt Maturity 1Q25
%



CAPEX execution guarantees our sustainability in the following years

CAPEX as of March
PEN Million



1


- Roofing of the clinker fields
- Sulfur dioxide reduction system in Kiln 1
- New primary crusher
- Mixer and pump trucks
- Major scheduled maintenance in Termochilca

2


- Investment in Equipment and mixer trucks in ready-mix operations

3


- Crusher level change
- Improvement in production capacity

Q&A



Together we grow to build a sustainable world

