



# **GRUPO UNACEM**

**BBVA Emerging Markets** Conference

Lima, May 5th and 6th, 2025

## MORE THAN 100 YEARS OF COMMITMENT AND INNOVATION IN IN BUILDING MATERIALS AND POWER GENERATION

PERÚ,1916

# WITH THE GOAL TO DEVELOP THE INFRASTRUCTURE AND HOUSING BEYOND OUR BORDERS

### ECUADOR

# GROWING TOGETHER TO BUILD A SUSTAINABLE WORLD



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OVERVIEW



Grupo UNACEM overview



ESG at our core

3

**Grupo UNACEM** Strategic Plan



**Core** Business Units



### **GRUPO UNACEM TODAY**

### **1. PERU**





#### 8.3 M mt 66 %

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

6.5 M mt 65 %

#### 271 MW 41 %

迎

2

0.6 M mt

357 MW 55 %

**4. CHILE** 

(4)

### 2. U.S.





**\_**??``

1.9 M mt 15 %

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

3.2 M mt 35 %

### **3. ECUADOR**



1.7 M mt 14 %





0.2 M m<sup>3</sup>

4 %

24 MW 4 %

3

5 %	16 %		
Tota	al Group ca	apac	ity
2	<b>12.5 M</b> mt	壑	<b>271</b> MW
	EEMm <sup>3</sup>	٨	

9.7 M mt

1.2 M m<sup>3</sup>

381 MW

(4)



#### WITH OUTSTANDING ESG **STANDARDS...** Environmental

With clear roadmap to achieve carbon neutrality by 2050



#### Governance

Transparent corporate governance

**11** directors (3 independent)

5 committees

Pursuant to the FCPA (Foreign **Corrupt Practices Act)** 



### GRUPO UNACEM'S CORPORATE STRUCTURE

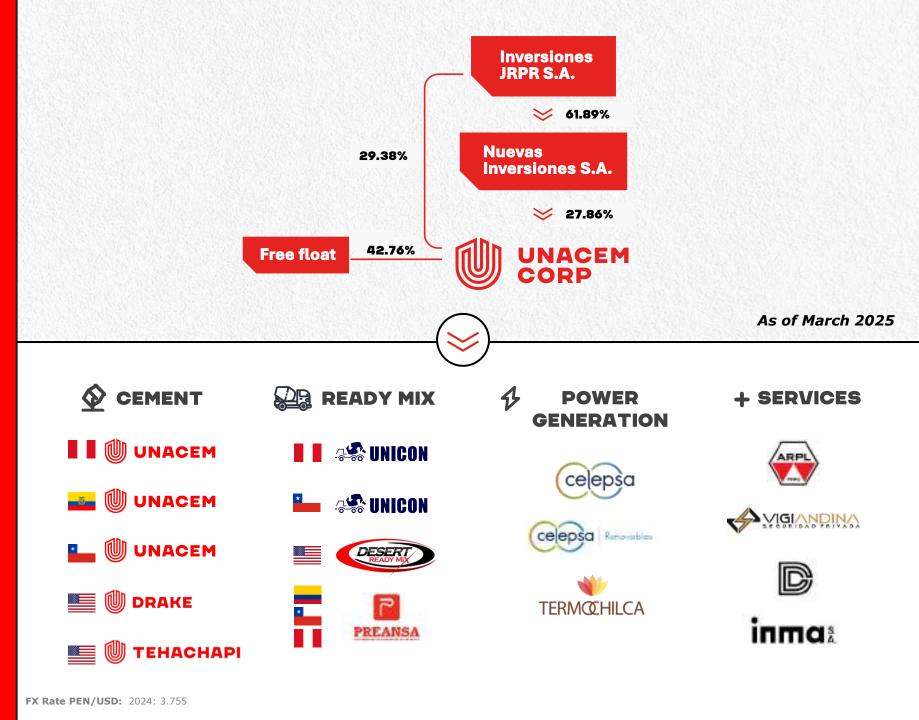
2024

 $\mathbf{\cdot 0} \mathbf{\cdot}$ 

Revenues: USD 1.83 BN

EBITDA: USD 442 MM

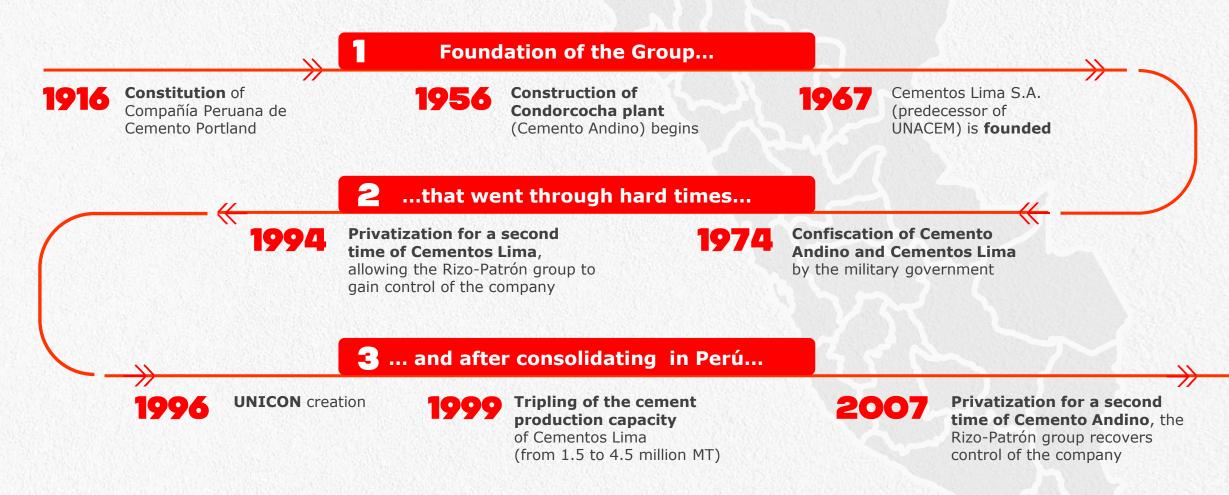






### SUSTAINABLE OPERATIONS:

capitalizing on the knowledge gathered over more than 100 years





### SUSTAINABLE OPERATIONS:

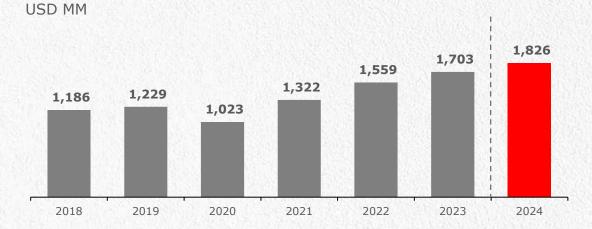
capitalizing on the knowledge gathered over more than 100 years



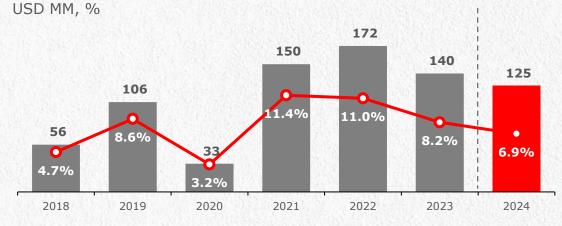


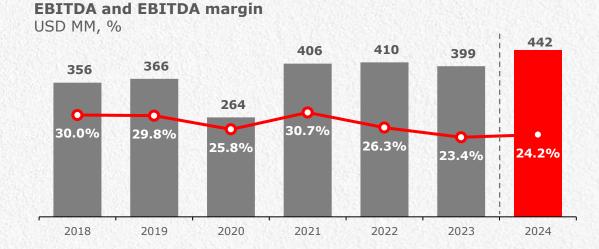
**Consolidated Revenues** 

#### WITH CONTINOUS GROWTH AND SOLID CONSOLIDATED RESULTS ...

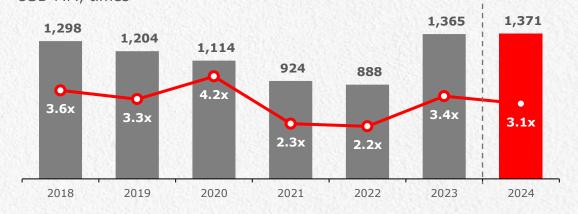


Net income and net margin





Net Debt and Leverage Ratio USD MM, times

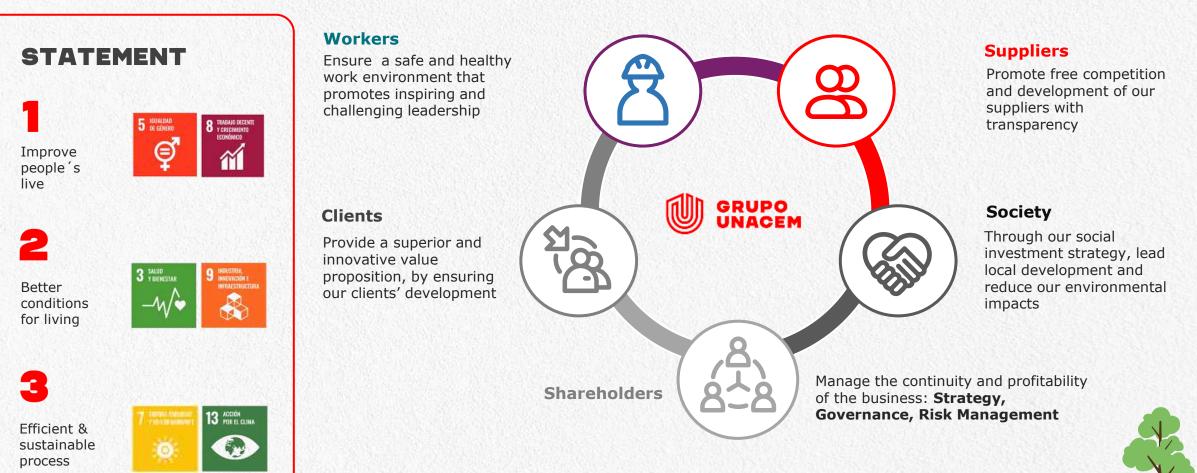




Amancay Sanctuary



### OUR PURPOSE "GROWING TOGETHER TO BUILD A SUSTAINABLE WORLD" TRANSLATES INTO OUR GOAL OF CREATING LONG-TERM VALUE FOR ALL OUR STAKEHOLDERS





#### WITH AMBITIOUS LONG-TERM ASPIRATIONS WITH THE ENVIRONMENT



Our sustainability Goal by 2030 is to achieve 500 kg  $CO_2$  eq/t of cementitious material

### Backed by actions defined by





... and guidelines from regional and local organizations





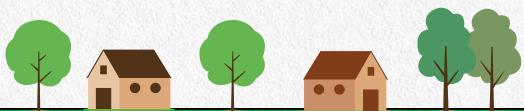




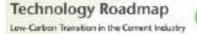
### ... ALIGNED WITH THE INDUSTRY ROADMAP AND THE REGIONAL AND LOCAL EFFORTS TOWARDS ACHIEVING THIS AMBITION

#### Actions to accomplish this target

- Reduce clinker content per ton of cement, including the addition of other cementitious materials
- Reduction of fossil fuel usage and substitution with biomass, fuels derived from waste, or other alternatives with lower emission factors
- Increase in thermal and electrical efficiency in the production process and the expansion of renewable electricity sources



- Capture of CO<sub>2</sub>eq through technology and/or naturebased solutions
- Research and development of new technologies, actions, or processes aimed at reducing CO<sub>2</sub>eq emissions in cement manufacturing





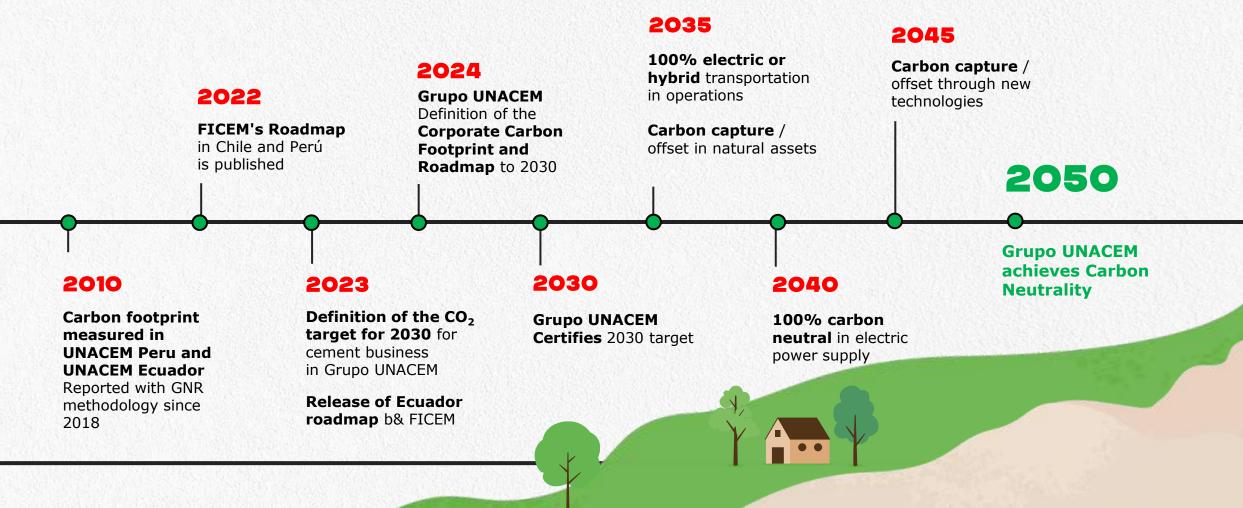






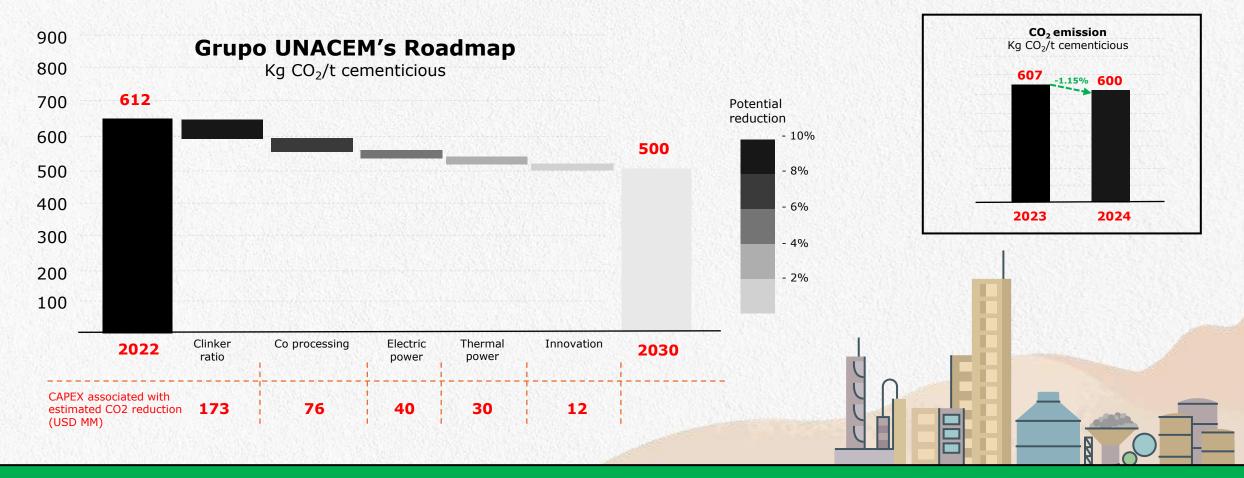


### IN ORDER TO ACHIEVE CARBON NEUTRALITY BY 2050, GRUPO UNACEM HAS ESTABLISHED A CLEAR ROADMAP





# THE FIRST MILESTONE IS TO REDUCE OUR $CO_2$ EMISSION TARGET BY 2030 FOR THE CEMENT BUSINESS IN 18%





### ON THE SOCIAL FRONT, WE ARE IMPLEMENTING THREE CORPORATE PROGRAMS THAT SEEK TO DEVELOP THE BEST TALENT AND PRACTICES



"Vida Primero" safety program

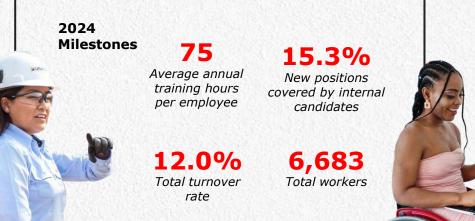
"Vida Primero" is a corporate program that will allow us to deploy a new Safety Culture based on a wide vision and the leadership of all the people that are part of Grupo UNACEM





#### **Talent Development Program**

To provide Grupo UNACEM with professionals and strategic skills, in order to have the best talent in the industry based on a high performance culture





#### **Diversity & Inclusion Program**

To build a culture of diversity and inclusion through the development of actions that promote tolerance, inclusion of minorities and respect for differences

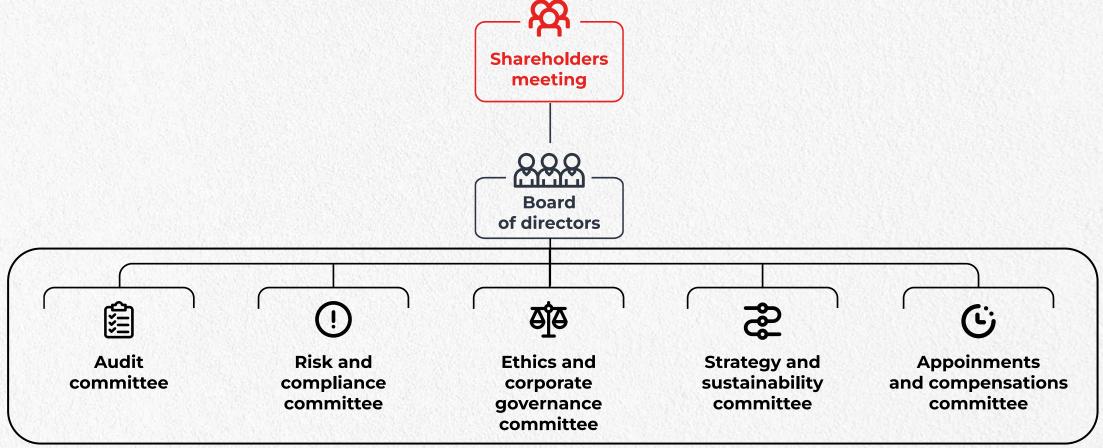
> Our general result in the Ranking Par was

> > 45%

**18.8%** Women in top management positions

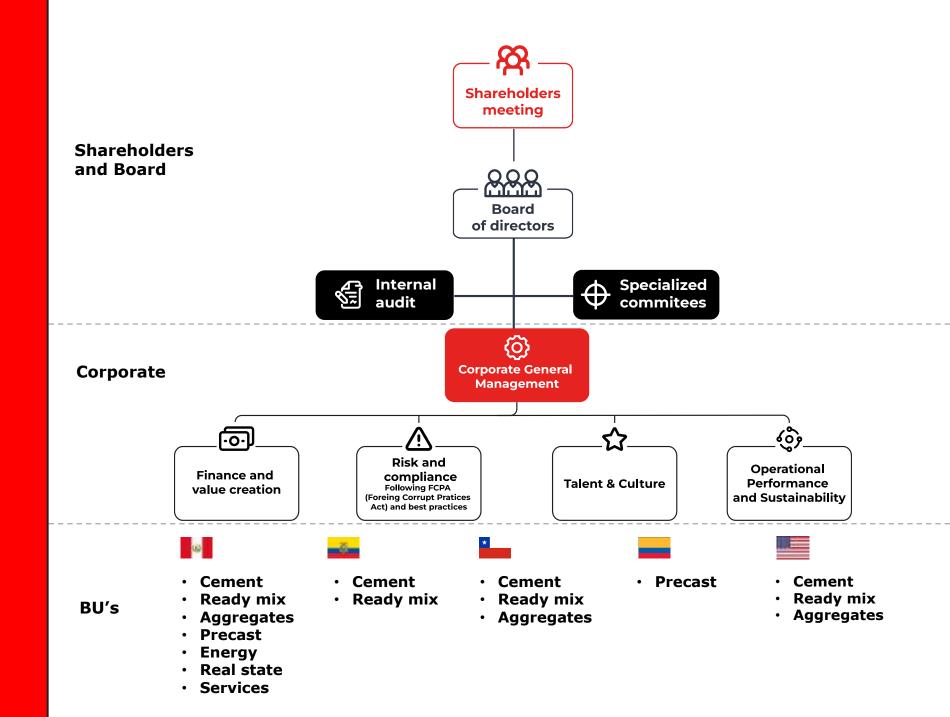


### WITH A TRANSPARENT CORPORATE GOVERNANCE STRUCTURE THAT GENERATES CONFIDENCE TOWARDS MAKING BUSINESS FOR THE LONG TERM ...





OUR CORPORATE GOVERNANCE STRUCTURE GENERATES CONFIDENCE TOWARDS A SUSTAINABLE BUSINESS





### WITH AN EXPERIENCED BOARD OF DIRECTORS ...

Ricardo Rizo Patrón de la Piedra Chairman

Alfredo Gastañeta Vice Chairman



Marcelo Rizo Patrón Ms in Mechanical Engineering



**M. Elena Rizo Patrón** *Bs in Business Adm* 

12 and

**Carlos Ugas** Bs in Electromechanical Engineering Jaime Sotomayor Master in Science and MBA

60

Martin Ramos Ms in Electrical Engineering and computer science

> Jose A. Payet (i) LLM

**Alex Alvarado** 

Bs Industrial Engineering

and MBA

**Diego de la Piedra** Bs in Business Adm and MBA

A.C.

Elmer Cuba (i) Ms in Economics IN DEPTH KNOWLEDGE OF THE BUSINESS AND WELL BALANCED WITH EXPERIENCED INDEPENDENT BOARD MEMBERS

Grupo UNACEM's Board of Directors has 11 members, 3 of whom are independent directors



#### OUR CORPORATE EXECUTIVE TEAM IS RESPONSIBLE FOR THE GROWTH AND DEVELOPMENT OF OUR BUSINESS UNITS ...

Alvaro Morales Corporate CFO Bs in Business Adm Fernando Dyer Chief Risk and Compliance Officer Bs in Accounting and MBA

Julia Sobrevilla Director of Corporate Affairs and Sustainability Ma in Communication

Alfredo Len Corporate Director - Energy Strategy Bs in Mechanical Engineering



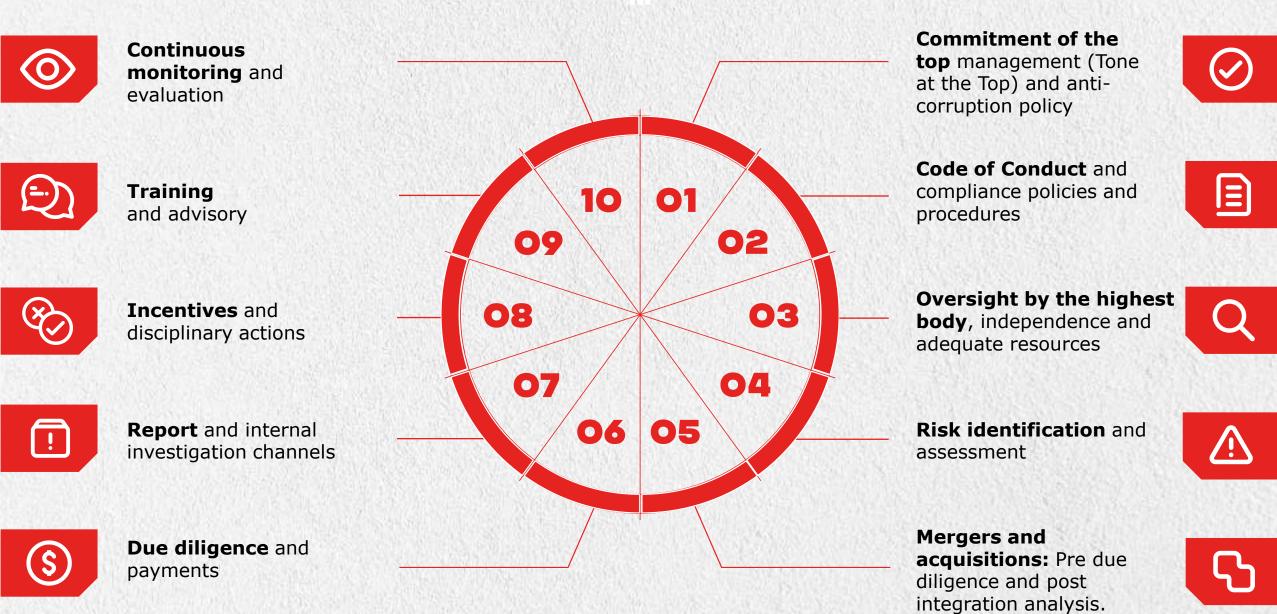
Marlene Negreiros Corporate VP of Talent and Culture Master in Social and Corporate Responsibility

Eduardo Sanchez Corporate VP of Industrial Ops. Bs in Chemical Engineering

1 Pe

Pedro Lerner Corporate CEO Bs in Mechanical

Engineering and Ms in Technology and Policy and Ms in Electrical Engineering and Computer Science



Pursuant to the FCPA (Foreign Corrupt Practices Act) and best practices



STRATEGIC PLAN

Tehachapi





ESG at our core

3

**Grupo UNACEM** Strategic Plan



**Core** Business Units



### OUR STRATEGIC PLAN ENCOMPASSES TWO STAGES: UNLOCKING VALUE AND UNLEASHING GROWTH



From... Unlocking value



#### 2022 - 2026



Unlock the value of current businesses, taking them to their full potential and strengthening the foundations of the group for the next engine of growth



**>>>** 

#### To... Unleashing growth

2027 - 2030



Reallocate efforts to accelerate the trajectory of expansion and profitable growth









### EACH BUSINESS UNIT HAS A ROLE IN CREATING VALUE WITHIN THE PORTFOLIO

#### **Portfolio matrix**

Achieve maximum Developing Growth Market attractiveness for future growth profitability potential Platform MINERA **UNACEM** Perú Celepsa INMA **UNACEM Ecuador Re-evaluate Optimize and innovate** strategic coherence Maintain **PREANSA** Chile to grow 0 competitive position PREANSA Perú **UNACEM North America UNICON** Perú PREANSA Colombia UNACEM Chile VIGIANDINA 0 💽 Null High 🕂 1/2 Medium — Low Competitive position and coherence with the core business of 2022



UNITS



Grupo UNACEM overview



ESG at our core

3

**Grupo UNACEM** Strategic Plan



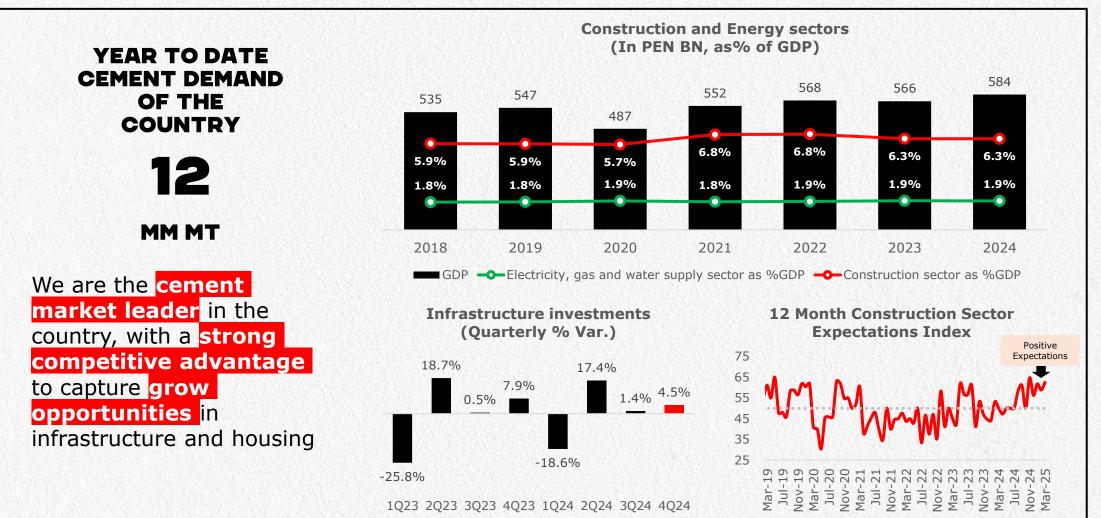
**Core** Business Units

# UNACEM PERU UNACEM PERU UNACEM PERU





# THE CONSTRUCTION SECTOR IS AN IMPORTANT DRIVER OF GROWTH AND DEVELOPMENT





### WITH A PIPELINE OF INFRAESTRUCTE PROJECTS IN **THE CENTRAL REGION AROUND FOR OVER US\$ 9.3 BN**

	Project	Sector	USD MM
	Longitudinal De La Sierra Section 4	Transport	1,582
	Road Corridor Santa, Chuquicara Bridge,Tauca ,Sihuas Junction	Transport	706
	Road Corridor: Las Vegas, Mazamari ,Tarma ,Jauja ,Huancayo	Transport	242
	Road Corridor Zapallal – Ventanilla	Transport	211
	Road Corridor: Cerro De Pasco,Huánuco ,Tingo María Road Corridor: Carrizales,Pariacoto,Huaraz,Tourist Circuit Road Corridor 7	Transport Transport Transport	151 124 102
and the second sec	Potable Water Supply for Lima (1st Phase)	Sanitation	476
	Ancón Industrial Park	Real Estate	1,214
	Artificial Peninsula for Urban Land and Nautical Infrastructure	Real Estate	767
	New Panamerican Village	Real Estate	66
	Antamina Replacement Huancapeti Extension Project Romina Raura Replacement	Mining Mining Mining Mining	1,604 345 150 76
	New Central Military Hospital Hipólito Unanue National Hospital	Health Health	442 250
	Electrical Projects of the Transmission Plan 2025-2034	Energy	231
	Educational Infrastructure for Schools at Risk in Metropolitan Lima	Education	288
	Construction and Maintenance of Schools in Ate and SJL	Education	139
	Construction and Maintenance of Schools in Comas and SMP Construction and Maintenance of Schools in VMT	Education Education	90 69



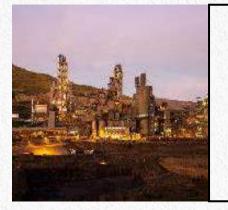








### **UNACEM PERU**



#### CONDORCOCHA

Location: Junin, 3950mts above sea level Clinker Capacity: 1.9 MM mt Cement Capacity: 2.8 MM mt

Limestone Reserves: 155 years Cement Dispatches LTM 1Q25: 1.8 MM mt



#### ATOCONGO

Location: Lima Clinker Capacity: 4.8 MM mt Cement Capacity: 5.5 MM mt Limestone Reserves: 33 years Cement Dispatches LTM 1Q25: 3.8 MM mt

#### CERTIFICATIONS











### IT OWNS STRATEGIC SUPPLEMENTARY ASSETS SUPPORT ITS SOLID PERFORMANCE



#### **CONCHAN TERMINAL**

• Operating since 1989, the terminal services include transportation of raw materials and product (clinker and cement) exports for our operations and third parties



#### UNDERGROUND CONVEYOR BELT

- Transports exports and imports of materials from Atocongo plant to Conchan terminal and back through an 8.2 km pipe conveyor belt
- Belt is 95% underground, minimizing socioenvironmental impacts



#### HYDROELECTRIC POWER PLANTS

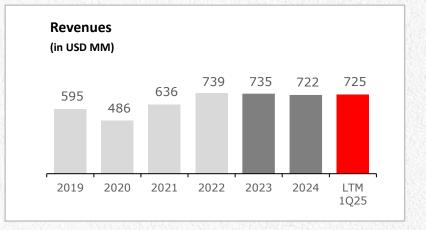
 Condorcocha plant is located 3,950 meters above sea level, and owns three hydroelectric plants with a total capacity of 24.8 M

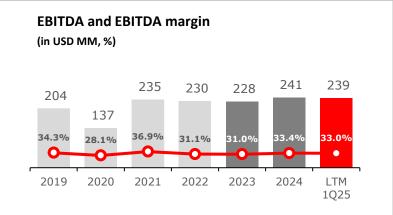


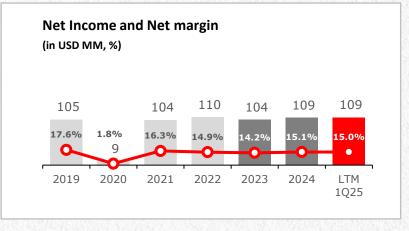
#### THERMO POWER PLANT

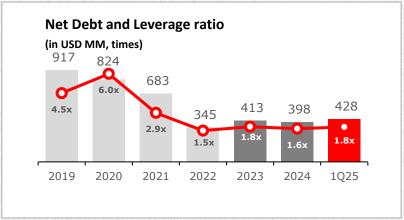
 Atocongo owns a thermal power plant with a 41.8 MW of capacity. This plant is a back up during peak hours or in the event of failures in the national grid















### UNACEM PERU IS THE MARKET LEADER IN THE COUNTRY, WITH +44% MARKET SHARE AT THE MOMENT, AND WITH AN AVERAGE OF 46.1%

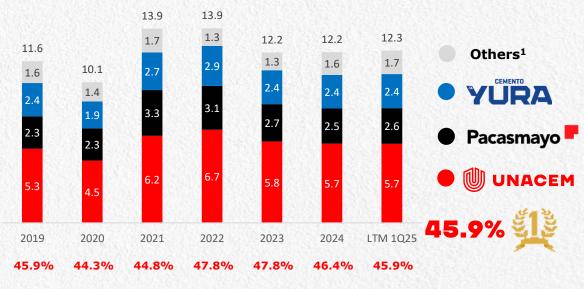
#### MARKET SHARE

#### (IN MILLION MT OF CEMENT)

UNACEM has always been the market leader with an average **market share of** 



from 2019-LTM 1Q25



## UNICON PERU UNICON PERU UNICON PERU UNICON PERU



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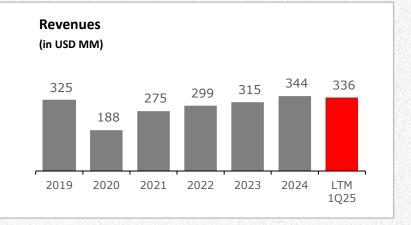


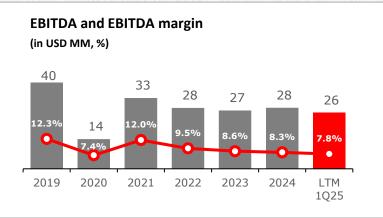
#### UNICON

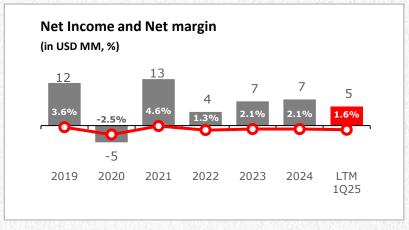
Location: Lima, Ica, Pasco, Junin, Ancash, Loreto, Ayacucho Plants: 28 Mixers: 402 Employees: 2,072 Ready mix dispatches LTM1Q25: 2.6 MM m3

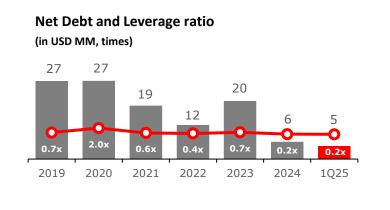


















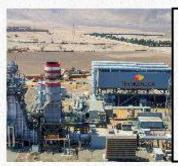


## **CELEPSA / TERMOCHILCA**



**EL PLATANAL** 

Location: Lima Basin: Cañete river Power: 227.1 MW



#### SANTO DOMINGO DE LOS OLLEROS

Location: Lima Power: 327 MW • 198 MW open cycle

• 102 MW combined cycle



### MARAÑÓN

Location: Huánuco Basin: Marañón river Power: 19.9 MW

### **OVERVIEW**

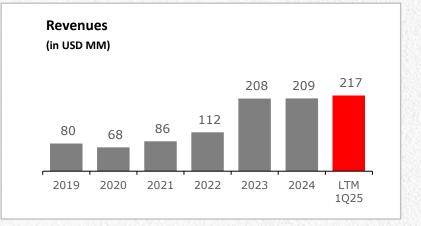
- Celepsa has a well diversified portfolio of customers as 100% of its production is sold through PPAs, only 18% to UNACEM Peru
- Celepsa adquired Termochilca in 2023
- Termochilca owns and operates the Santo Domingo de los Olleros power plant, a 300 MW combined-cycle gas turbine, with access to Camisea's natural gas grid
- 44% of its production is sold through PPAs

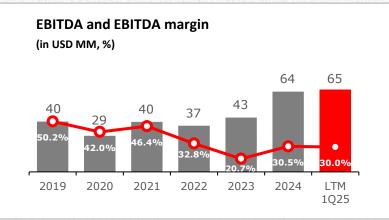
### VOLUMES

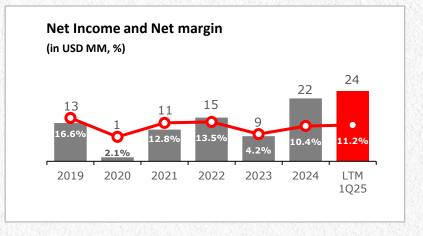
- CELEPSA+CERE volume sold LTM1Q25 2,684 GWH
- TERMOCHILCA volume sold LTM1Q25 1,453 GWH

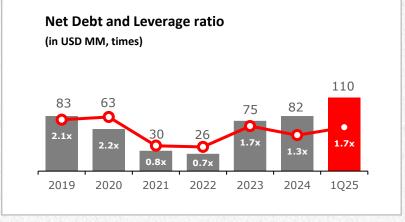
















# **UNACEM NORTH AMERICA**

# UNACEM NORTHAMERICA UNACEM NORTHAMERICA



### UNACEM NORTH AMERICA





TEHACHAPI Location: California Cement Capacity: 0.9 MM mt Cement Dispatches LTM1Q25: 0.64 MM mt 85.0%

DESER



98.5%

DRAKE

DRAKE CEMENT Location: Arizona Cement Capacity: 1.0 MM mt

100.0%

Desert

Cement Dispatches LTM1Q25: 0.59 MM mt

### **OVERVIEW**

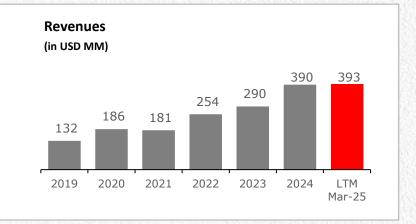
- UNACEM North America is the holding of our operations in the US: cement, ready-mix and aggregates
- Drake Cement started as a greenfield project in Arizona in 2007
- In Oct23 UNACEM North America acquired Tehachapi Cement LLC in California from Martin Marietta
- Tehachapi holds a lease on Fontana Distribution terminal and 86 train cars both of which strengthen their logistic capabilities
- Desert Ready-Mix covers the Arizona and Las Vegas markets with a capacity of 1.0 million m<sup>3</sup>

### VOLUMES

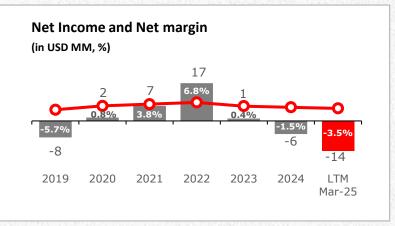
- Ready mix dispatches LTM1Q25
  0.91 MM m<sup>3</sup>
- Aggregates dispatches LTM1Q25
  1.5 MM mt

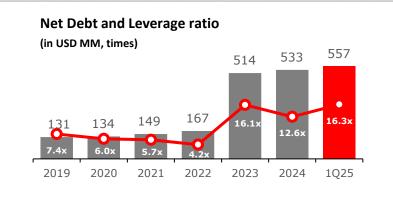


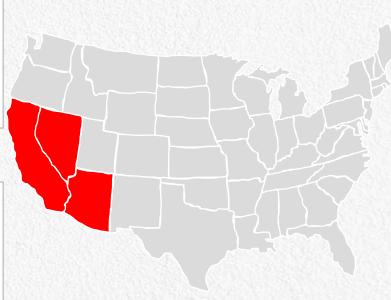
# UNACEM NORTH AMERICA



**EBITDA and EBITDA margin** (in USD MM, %) L4.5° LTM Mar-25







## UNACEM ECUADOR UNACEM ECUADOR UNACEM ECUADOR





### UNACEM ECUADOR





🖢 側 UNACEM

99.99%

Cantyvol S.A.



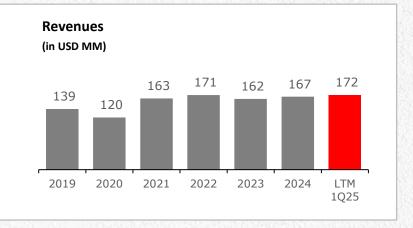
### OTAVALO

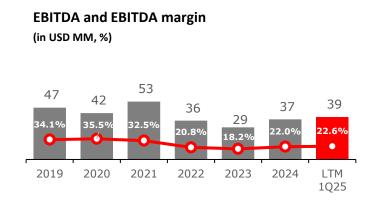
Location: Imbabura (100km North of Quito) Clinker Capacity: 1.0 MM MT Cement Capacity: 1.7 MM MT Cement Dispatches LTM1Q25: 1.2 MM mt Ready mix Dispatches LTM1Q25: 0.2 MM mt

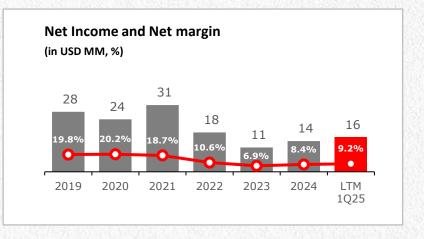
### CERTIFICATIONS

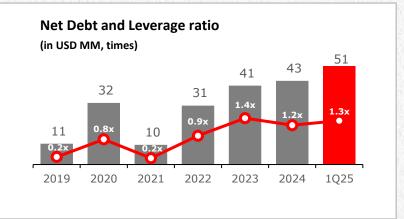


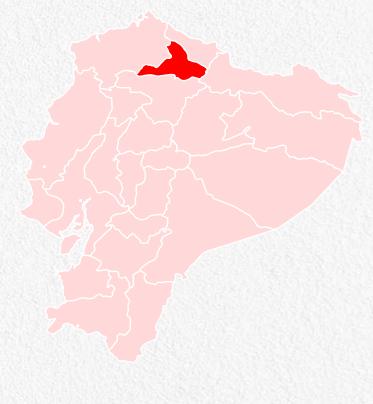
















## **CHILE: UNACEM UNICON PREANSA**







Location: Santiago, La Serena, Con Con, Rancagua, San Fernando, Chillan Plants: 10 Mixers: 134

### **OVERVIEW**

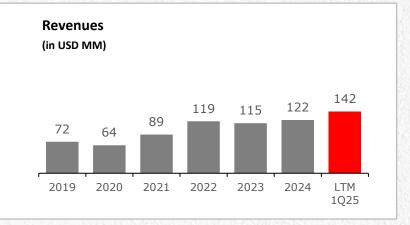
- In 2018, UNICON acquired Hormigones Independencia in Chile
- By 2020 the board approved the acquisition of Cementos La Unión (300k t cement), today UNACEM Chile and MEL20 (currently part of UNICON Chile)
- At the end of 2021, UNACEM Chile acquired assets from Cementos Bio Bio, including a grinding facility (300k tm of cement) and pozzolan quarries
- In 2022, UNACEM Chile acquired Conovia, the first acquisition in the aggregates segment in the country, achieving full vertical integration
- In 2023, we bought out our partner at PREANSA Chile
- During 2024-2025, UNACEM Chile supplies cement and concrete to the emblematic project of the 1st phase of the new Line 7 of Santiago's subway

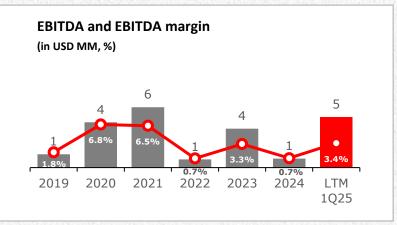
### VOLUMES

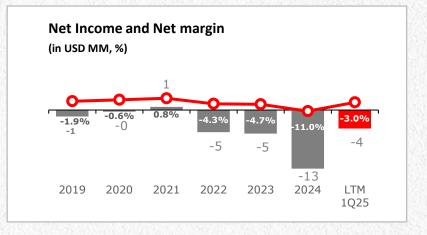
- Cement Dispatches LTM1Q25: 0.53 MMmt
- Ready mix Dispatches LTM1Q25: 0.85 MMm3

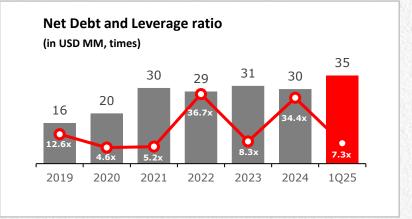
















## TOGETHER WE GROW TO BUILD A SUSTAINABLE WORLD