

Grupo UNACEM

2Q2025 Conference Call

August 19th, 2025



Presenting today



Pedro Lerner

Corporate CEO



Álvaro Morales

Corporate CFO



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.

2Q2025 HIGHLIGHTS

- ○ Revenues increased +4.7% YoY
- EBITDA increased +0.7% YoY
- Net Income increased +123.2% YoY
- Leverage ratio: 3.19x, lower compared to 2Q24

Important events

COMMERCIAL INTEGRATION



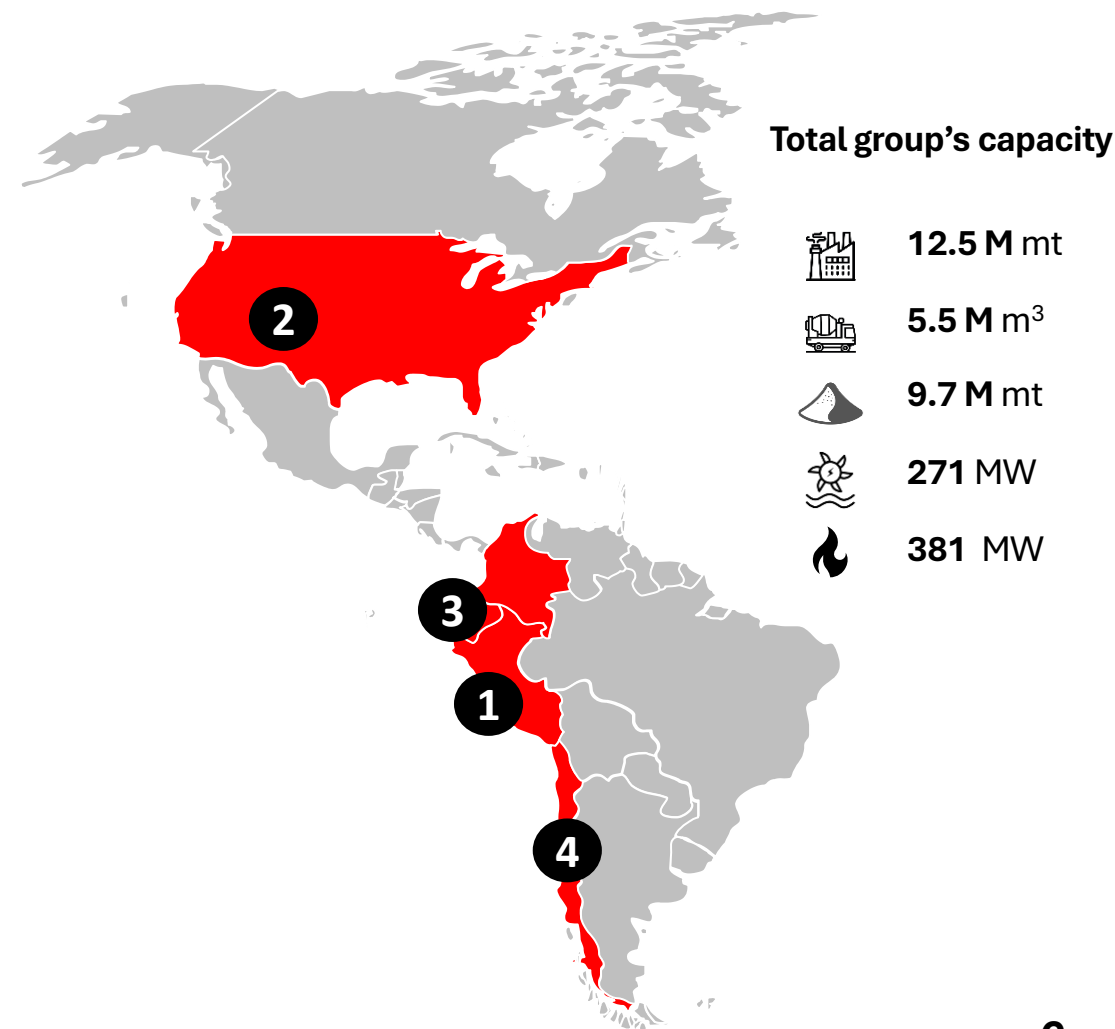
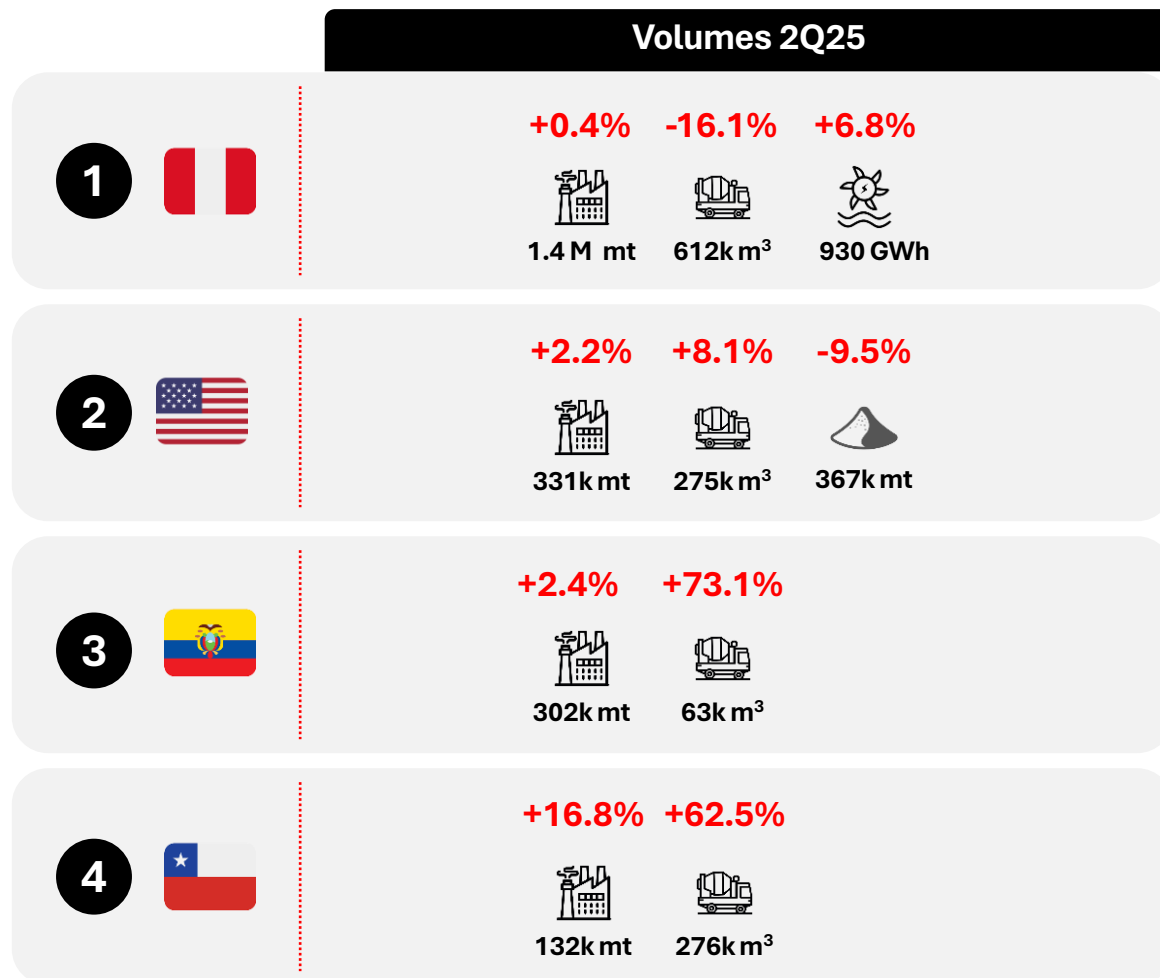
- As of July, we implemented a major change in our go-to-market strategy in Peru.
- We have centralized our commercial efforts under UNACEM Peru, while production and delivery of ready-mix products will remain under UNICON, with a focus on quality and efficiency in distribution.

CALCEM



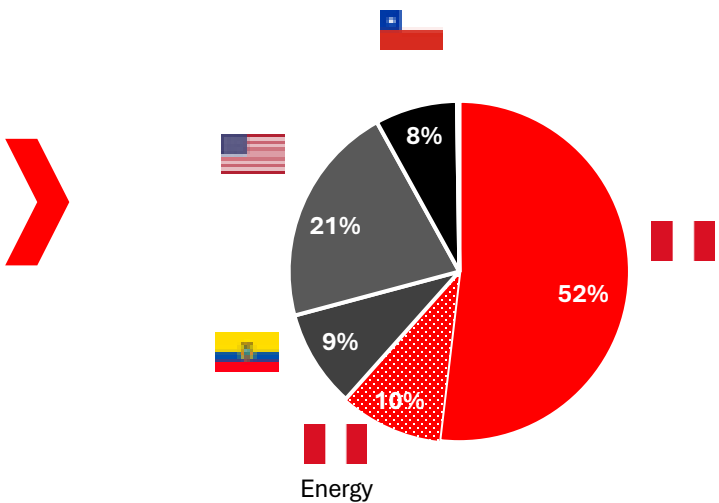
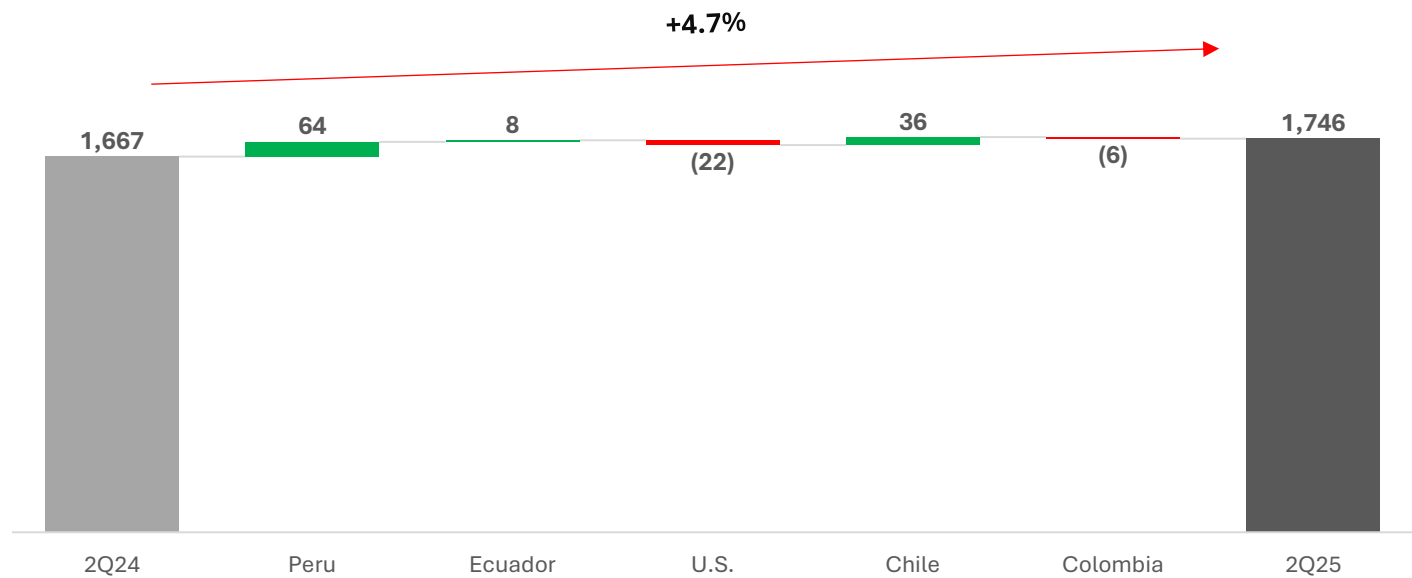
- In association with Calidra, a Mexican group with 115 years of expertise in the lime business with operations across Mexico, Central and South America, we are building a new lime operation in the Condorcocha area.
- The total investment amounts to US\$ 70 million.
- The new kiln will have an initial capacity of 200,000 tons per year.
- We expect to initiate operations in the second quarter of 2027.

Despite mixed volume performance our results remain solid



Revenue growth was driven by the performance of our Latin American operations

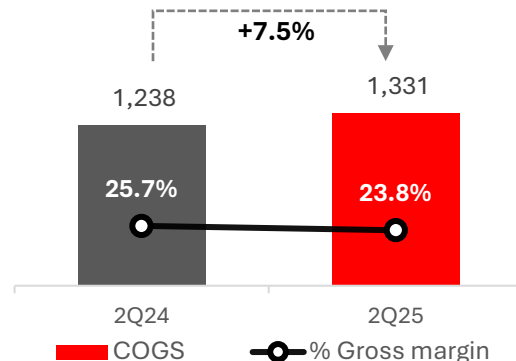
2Q25 Revenues by country
PEN millions, %



Results were impacted by higher unit fixed costs and partially offset by the absence of non-recurring expenses

2Q25 COGS & Gross margin

PEN millions, %



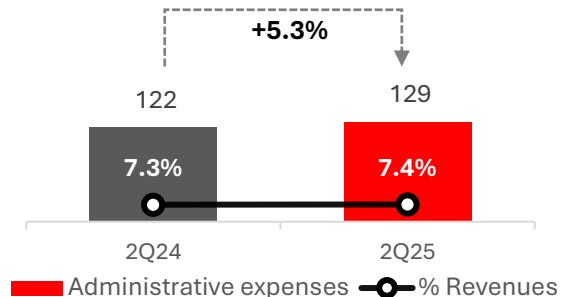
7.5% COGS increase & lower gross

margin:

- **Cost efficiency initiatives** of cement in Ecuador and Peru were offset by,
- **Higher unit fixed cost in the cement operations in North America** due to lower economies of scale and changes in accounting practices in maintenance costs
- **Higher fixed cost** at the ready mix operations in Peru

2Q25 Administrative expenses

PEN millions, %

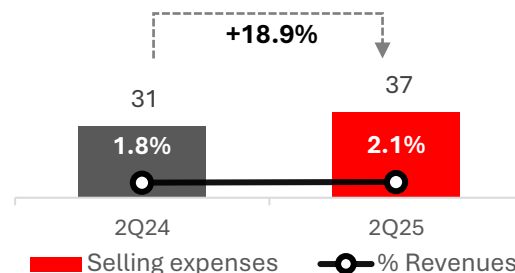


5.3% Administrative expenses increase:

- **Higher consultancies expenses** supporting several projects implemented across all business units
- **Higher software licences**
- **As a percentage of total sales**, administrative expenses remain stable at 7.4%

2Q25 Selling expenses

PEN millions, %

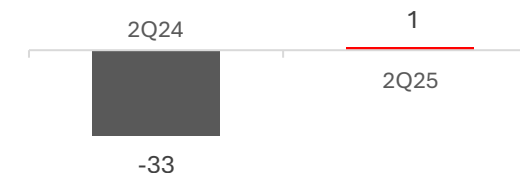


18.9% Selling expenses increase:

- **Higher personal expenses** to strengthen our salesforce at UNACEM Peru and UNICON
- **Higher advertising and marketing expenses** at UNACEM Peru and UNICON
- **As a percentage of total sales**, selling expenses remain stable at 2.1%

2Q25 Other income and (expenses), net

PEN millions



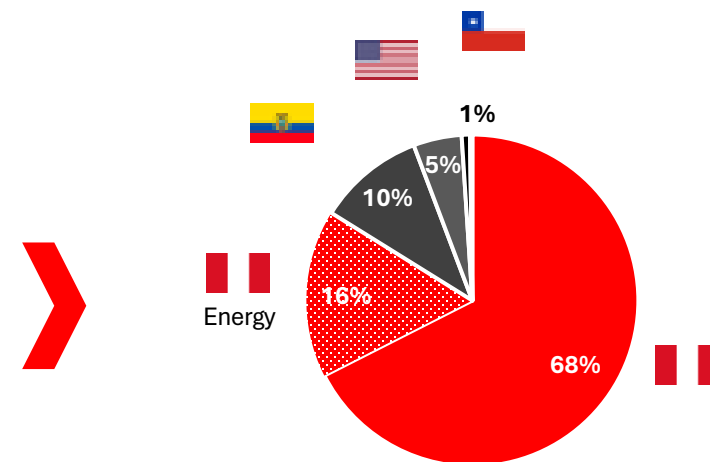
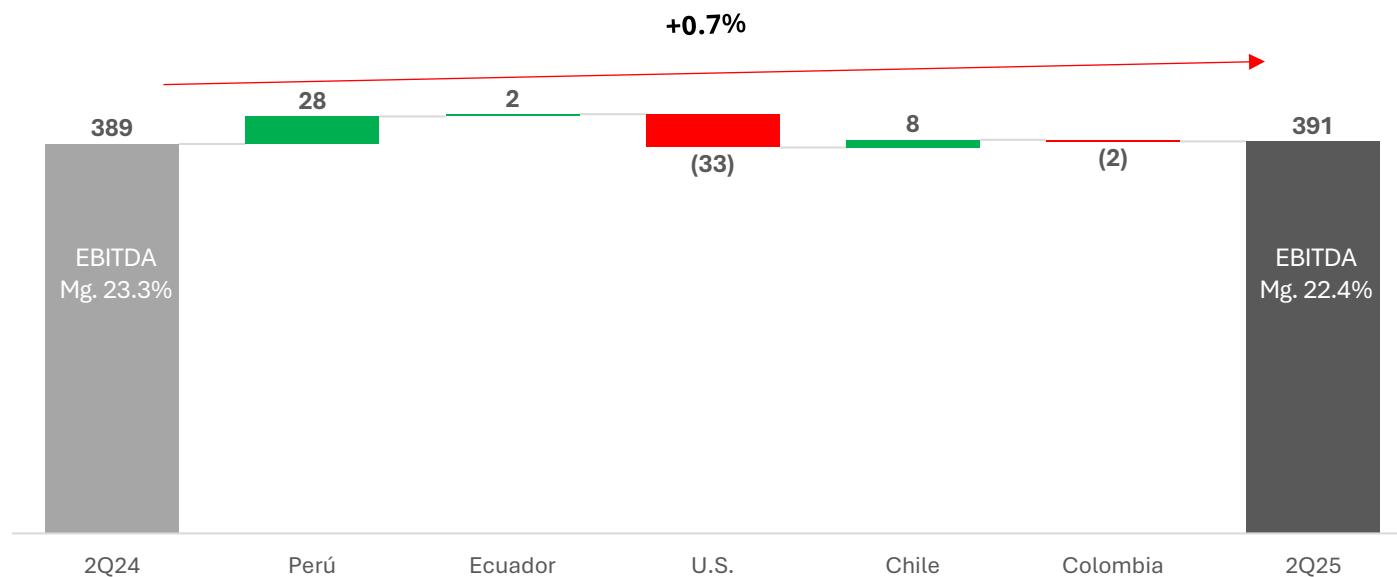
Other income /(expenses) net change from a loss to a gain:

- **Other income increased** due to non-recurrent insurance reimbursement in UNACEM Peru and an efficiency bonus in Termochilca.
- **Other expenses decreased** because in 2Q24 a non-recurrent expense from the sale of land and buildings was recorded in the U.S. Additionally, a fine from a tax process from previous years in UNACEM Corp

The improvement in EBITDA was partly offset by lower margins in our U.S. operations

2Q25 EBITDA by country

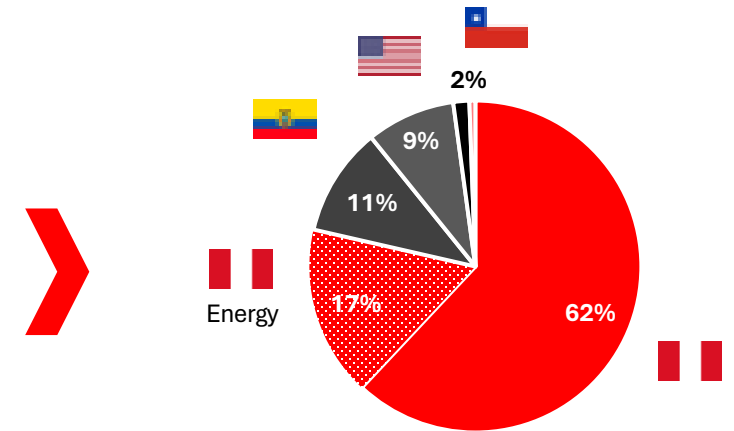
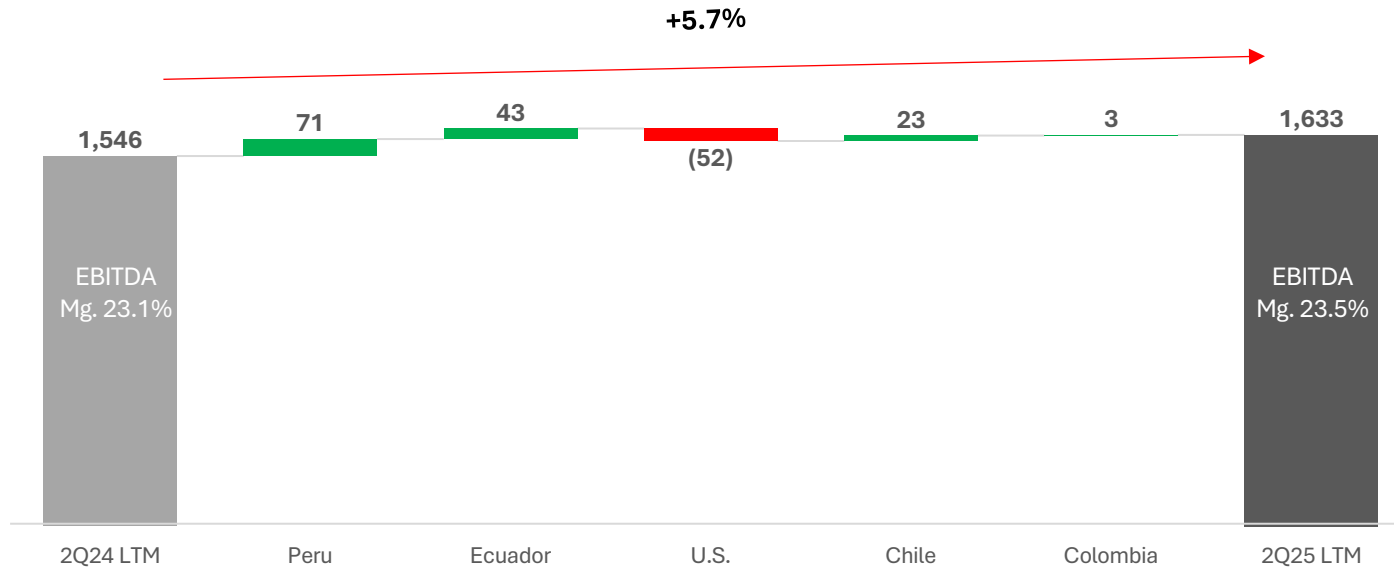
PEN millions, %



LTM EBITDA was 5.7% higher backed by strong performance overall

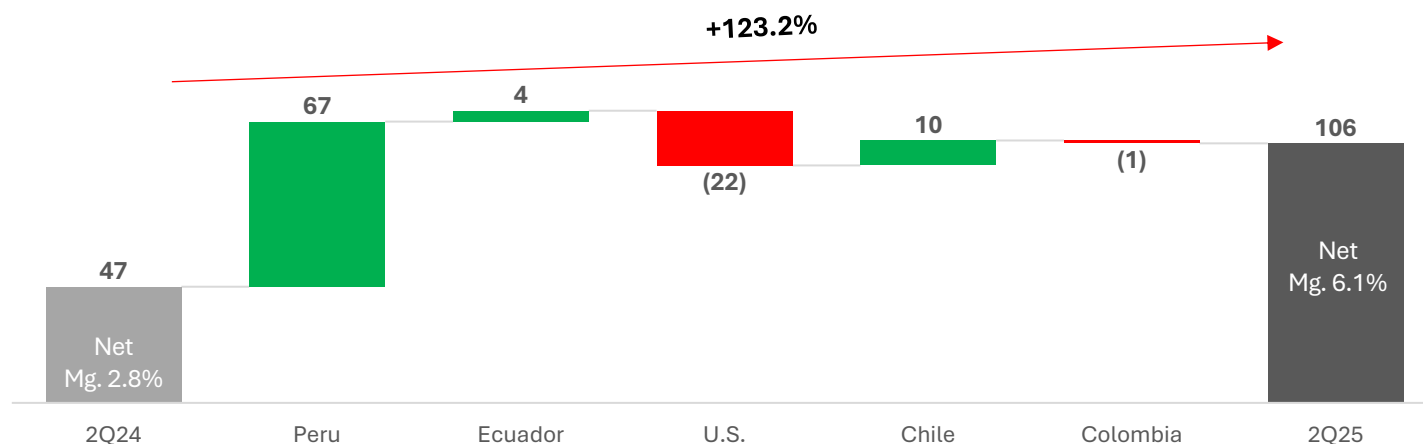
2Q25 LTM EBITDA by country

PEN millions, %



Net profit was significantly higher as 2Q24 recorded non-recurring expenses and taxes

2Q25 Net Profit
PEN millions

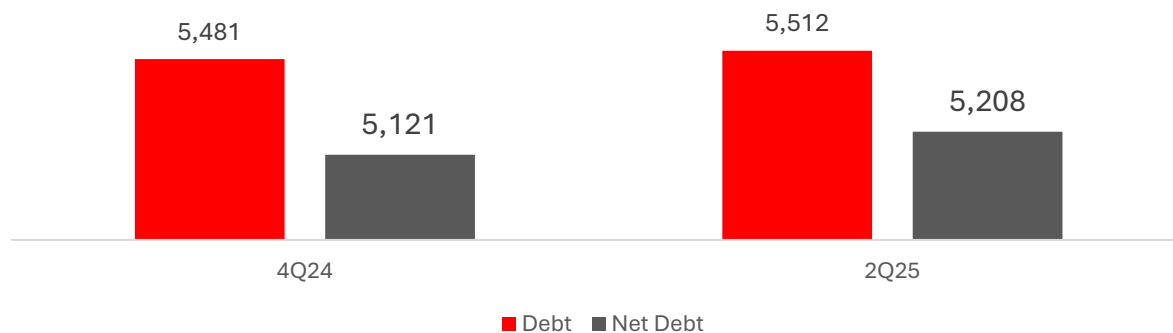


- **Lower financial expenses**, in 2Q24 **non-recurrent** interest expense due to SUNAT IR 2010 was recorded and lower stock of debt
- **Foreign exchange difference** during the period went from a loss of PEN 14.6 million in 2Q24 to a gain of PEN 20.6 million (PEN +35.1MM)

Consolidated debt was higher due to working capital needs, nevertheless we are in full compliance with our financial covenants

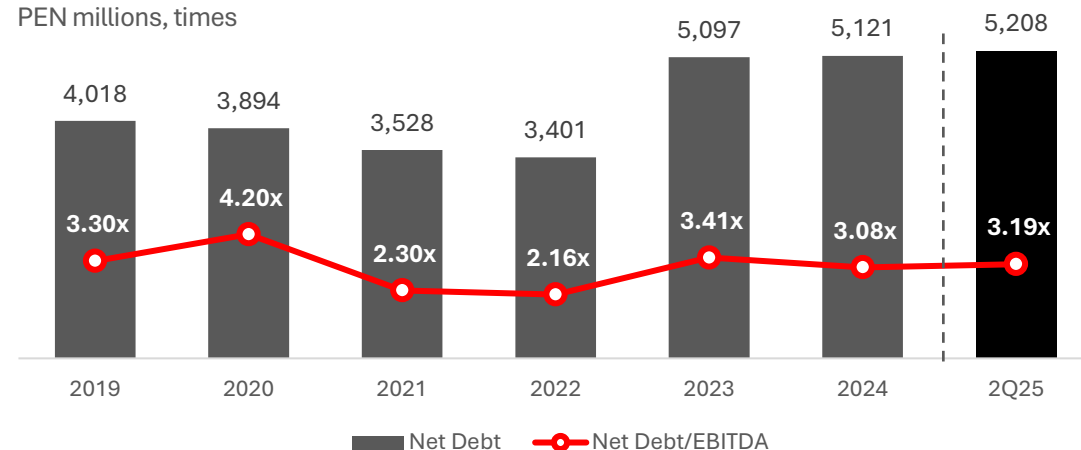
Total Debt and Net Debt

PEN millions



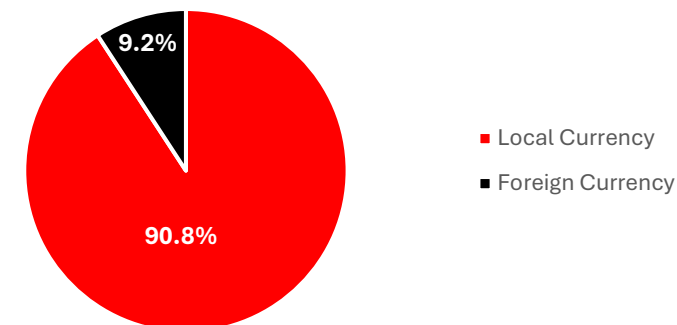
Net debt and leverage ratio

PEN millions, times



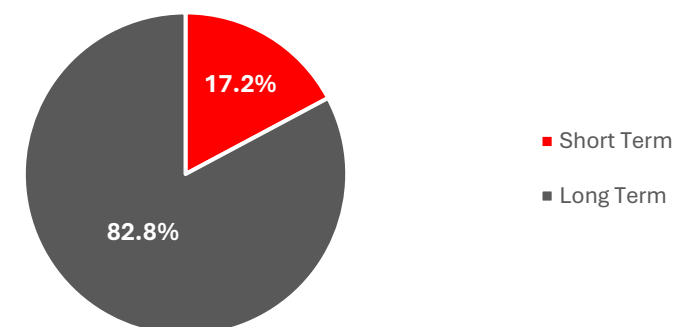
Total Debt FX Exposure 2Q25

%



Total Debt Maturity 2Q25

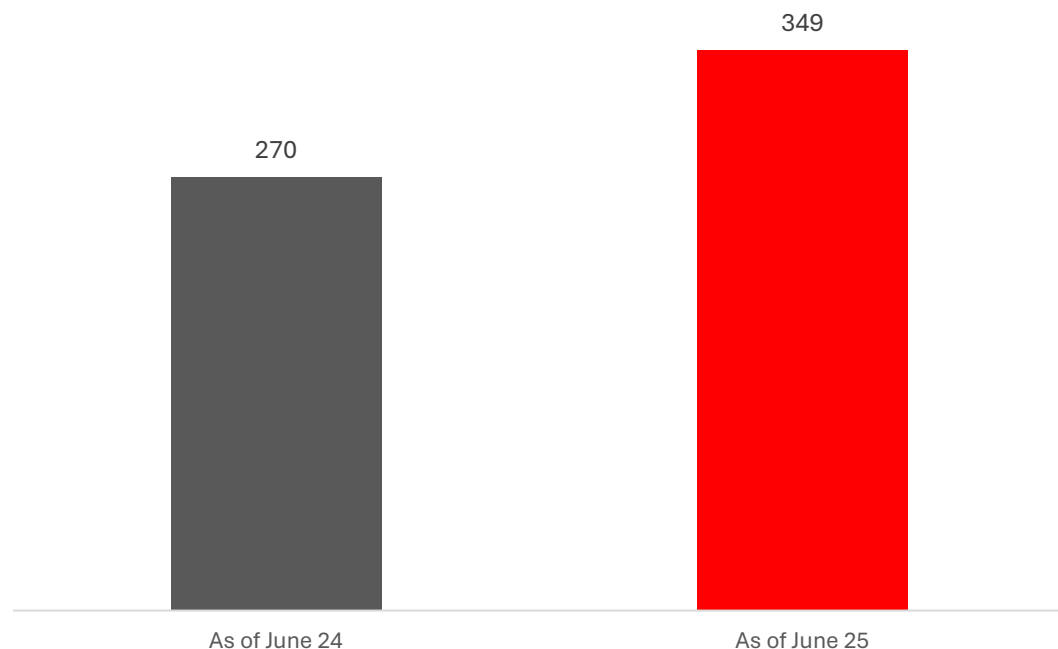
%



CAPEX execution guarantees our sustainability in the following years

CAPEX as of June

PEN millions



1


- Roofing of the clinker fields
- Reduction system at Kiln 1
- New primary crusher
- Mixer and pump trucks
- Turbine upgrade at Termochilca

2


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

3


- Crusher level change
- Mixers and front loaders

Q&A



Together we grow to build a sustainable world

