

Grupo UNACEM

3Q2025 Conference Call

November 18th, 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.

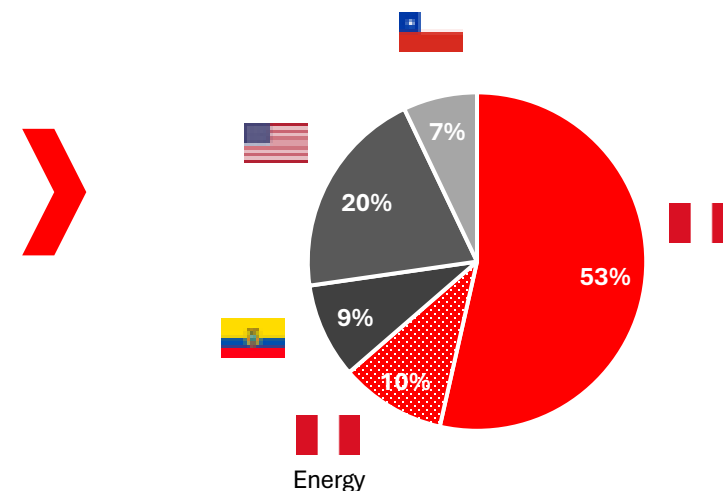
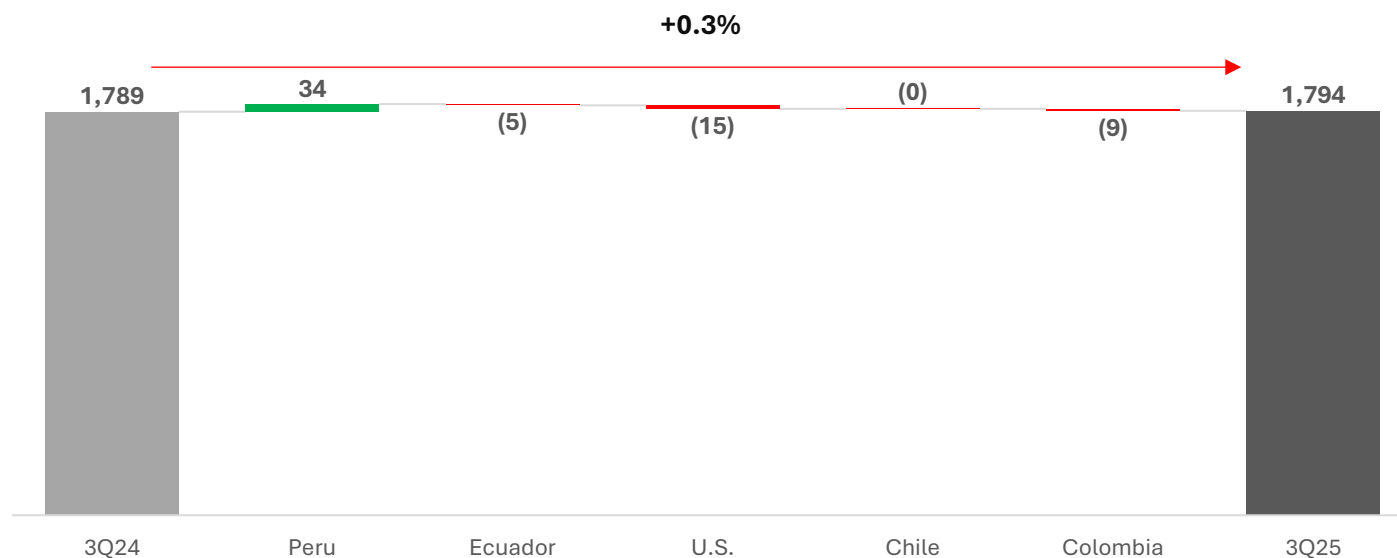
3Q2025 HIGHLIGHTS

- ○ Revenues increased +0.3% YoY
- EBITDA decreased -2.1% YoY
- Net Income decreased -15.3% YoY
- Leverage ratio: 3.10x, lower compared to 2Q25

Slight revenue growth driven by the solid performance of our operations in Peru, Ecuador and Chile, partially offset by US operations and the adverse FX conversion effect in 3Q25

3Q25 Revenues by country

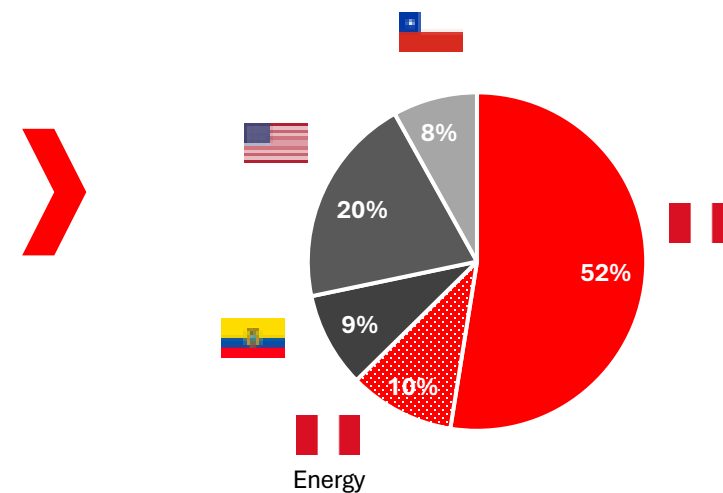
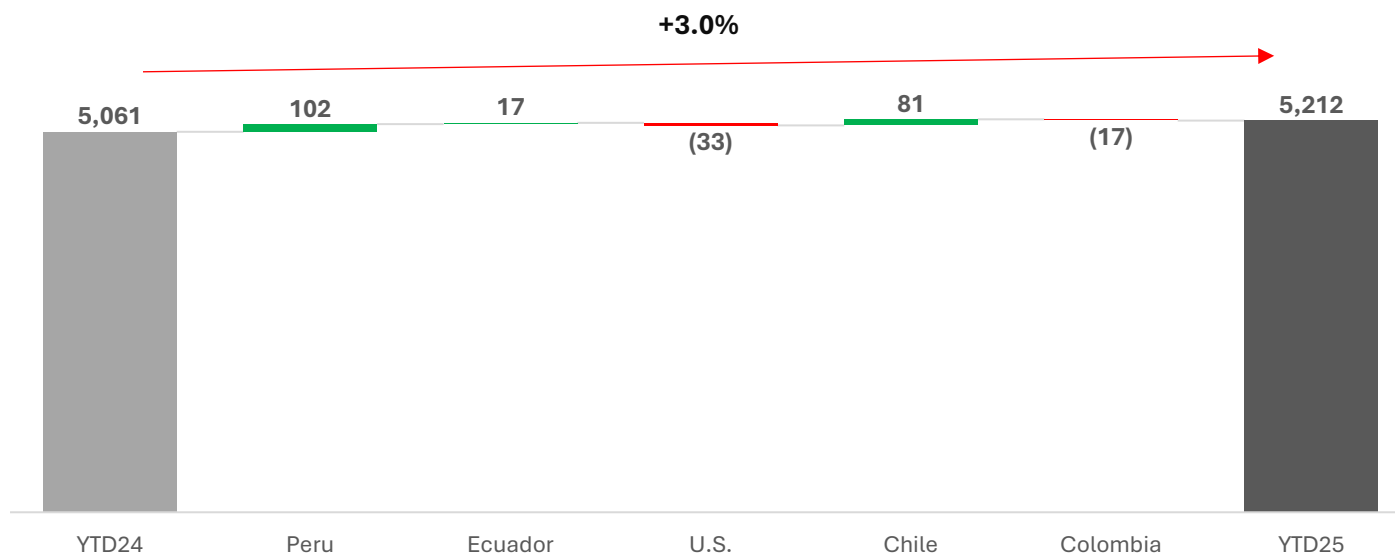
PEN millions, %



























However, YTD growth continues to increase steadily, supported by the strong performance of our Latin American operations

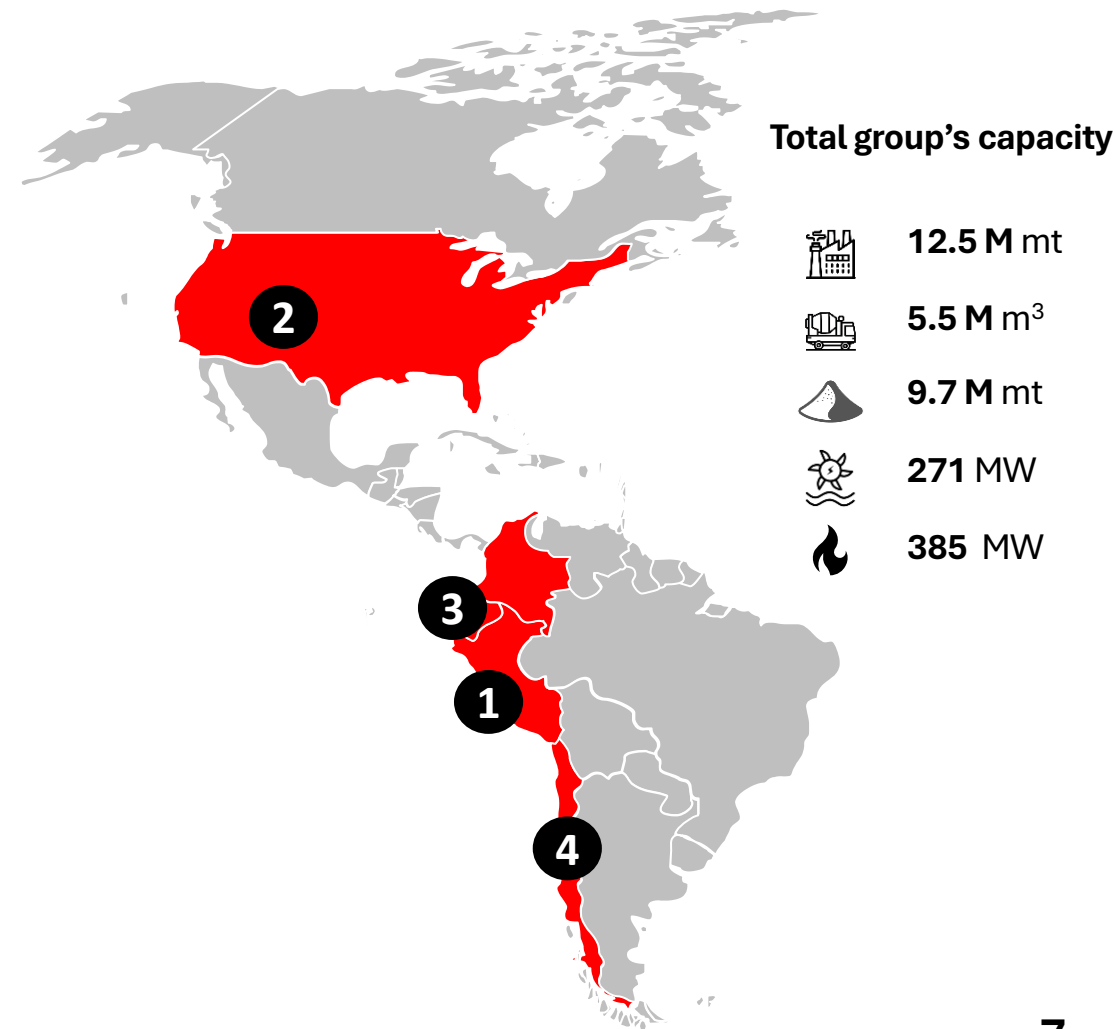
YTD Revenues by country

PEN millions, %



Mixed performance across markets in the 3Q and YTD

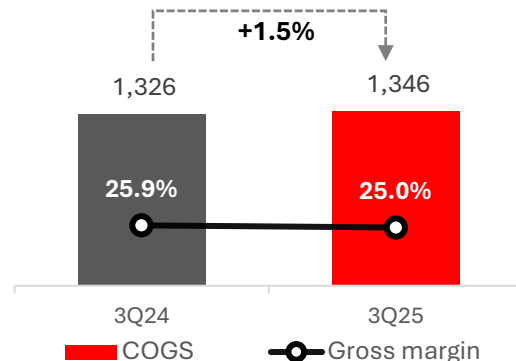
		Volume 3Q25			Volume YTD		
1		+3.2%	-7.5%	+2.7%	+1.0%	-14.0%	+6.3%
							
		1.6 M mt	624k m ³	1,193 GWh	4.3 M mt	1.8 M m ³	3,175 GWh
2		+0.7%	+12.5%	-2.0%	+5.4%	+3.7%	-8.7%
							
		323k mt	253k m ³	378k mt	935k mt	759k m ³	1,107k mt
3		+1.6%	+13.7%		+2.4%	+46.2%	
							
		320k mt	66k m ³		897 mt	179k m ³	
4		-3.6%	+38.3%		+2.4%	+42.3%	
							
		129k mt	277k m ³		388k mt	813k m ³	



Cost pressure and SG&A impacted 3Q25 results

3Q25 COGS & Gross margin

PEN millions, %

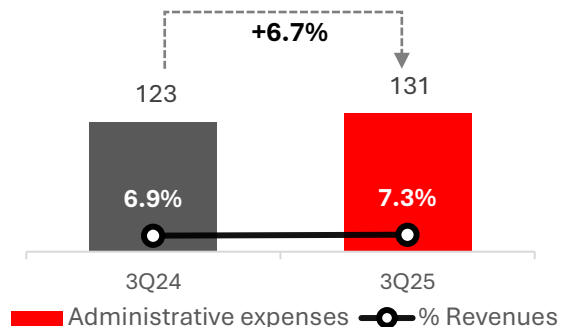


1.5% COGS increase & lower gross margin:

- **Higher COGS** in UNACEM Peru due to the overhaul of kilns H1 and H2 during 3Q25
- **Higher average unit costs in ready-mix**, driven by higher prices of raw materials in ready-mix in Chile, Ecuador and the US

3Q25 Administrative expenses

PEN millions, %

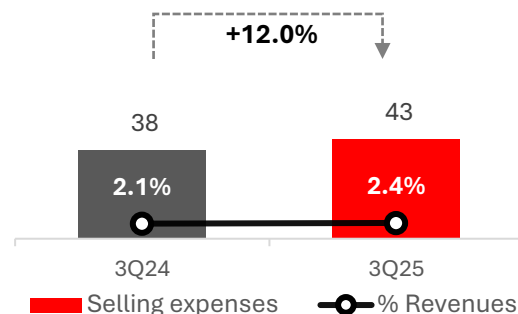


6.7% Administrative expenses increase:

- **Higher consultancies** supporting several projects implemented across all business units and software licenses
- **As a percentage of total sales**, administrative expenses increased to 7.3%

3Q25 Selling expenses

PEN millions, %

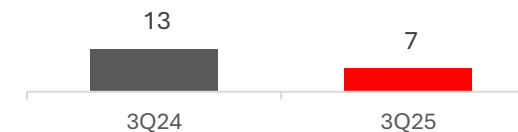


12.0% Selling expenses increase:

- **Higher personnel expenses** to strengthen the sales force in UNACEM North America
- **As a percentage of total sales**, selling expenses reached 2.4%

3Q25 Other expenses and (income), net

PEN millions



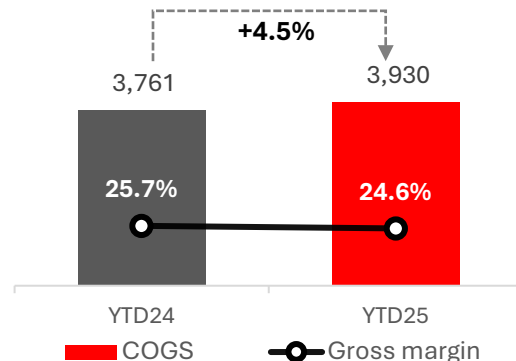
Other expenses and (income), net :

- **Other income increased due to higher earnings** from gas at UNACEM Peru as well as tax refunds at UNACEM Corp
- **Other expenses increased due to personnel severance** during the quarter at UNACEM Peru

YTD results were impacted by cost pressure and higher SG&A, but partially offset by the absence of non-recurring expenses

YTD COGS & Gross margin

PEN millions, %

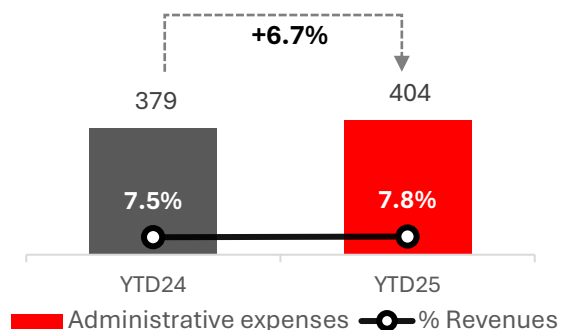


4.5% COGS increase & lower gross margin:

- Higher average unit costs in the cement, ready-mix, and aggregates businesses in UNACEM North America's operations
- Higher unit costs in ready-mix due to sales mix with a higher proportion of high-strength ready-mix in Chile

YTD Administrative expenses

PEN millions, %

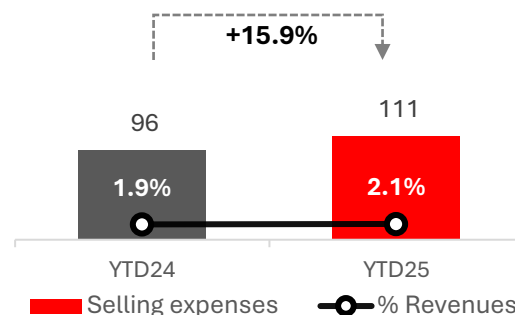


6.7% Administrative expenses increase:

- Higher consultancies expenses and software licenses supporting several projects implemented across all business units
- Higher personnel expenses in UNACEM North America
- As a percentage of total sales, administrative expenses reached 7.8%

YTD Selling expenses

PEN millions, %



15.9% Selling expenses increase:

- Higher advertising expenses at UNACEM Peru
- Higher personnel expenses to strengthen the sales force in UNACEM North America
- As a percentage of total sales, selling expenses increased to 2.1%

YTD Other expenses and (income), net

PEN millions

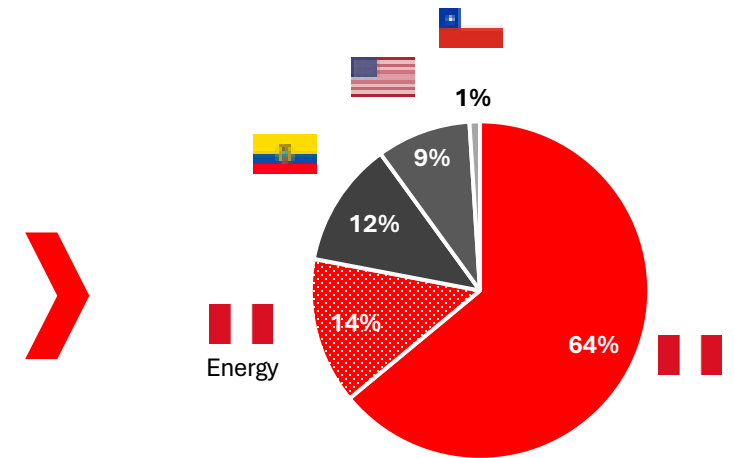
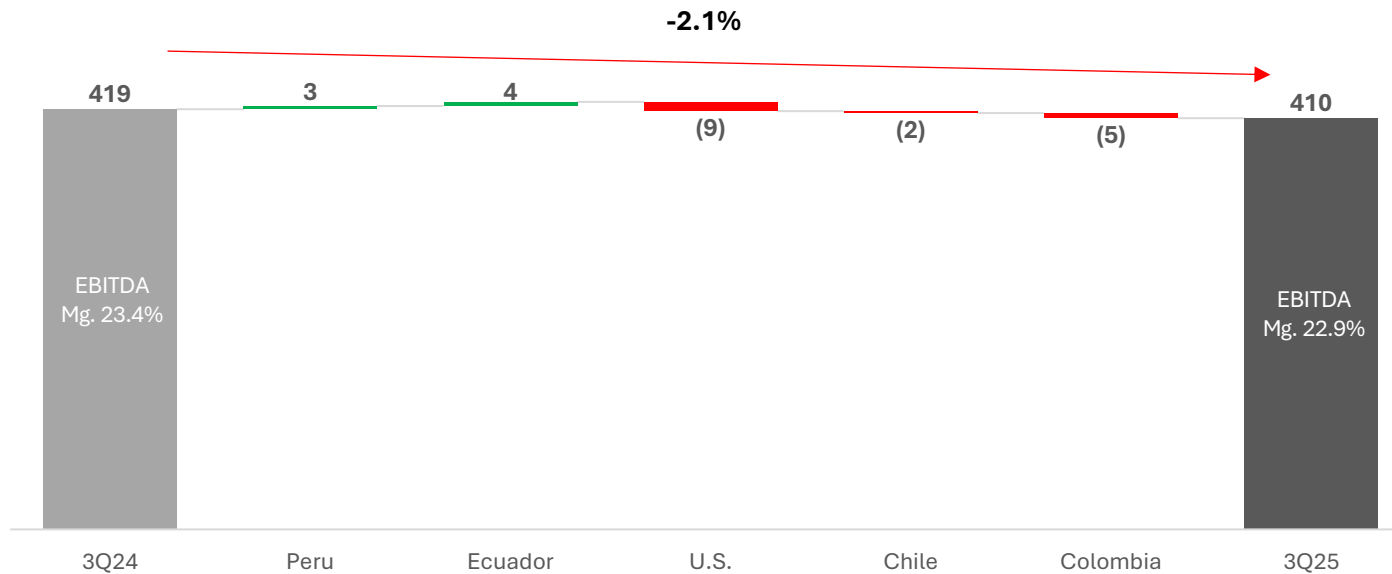


Other expenses and (income), net:

- Higher Income recorded from an insurance refund, pier services to third parties and the sale of land in Ecuador
- Other expenses remain inline with non-recurrent

EBITDA decreased due to lower operating margins in construction material businesses and the impact of the foreign exchange conversion effect

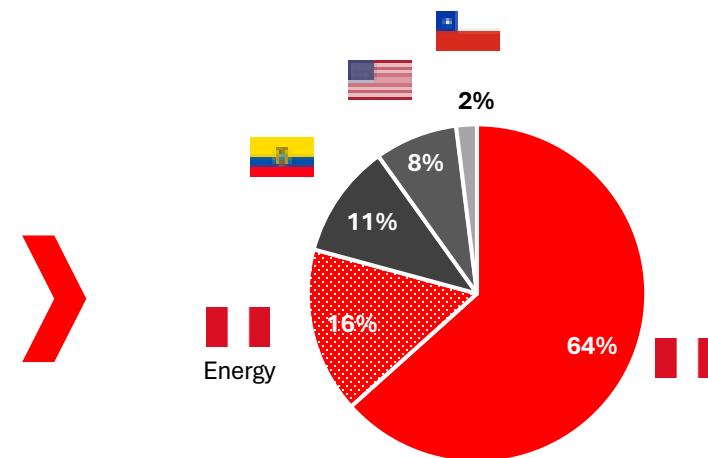
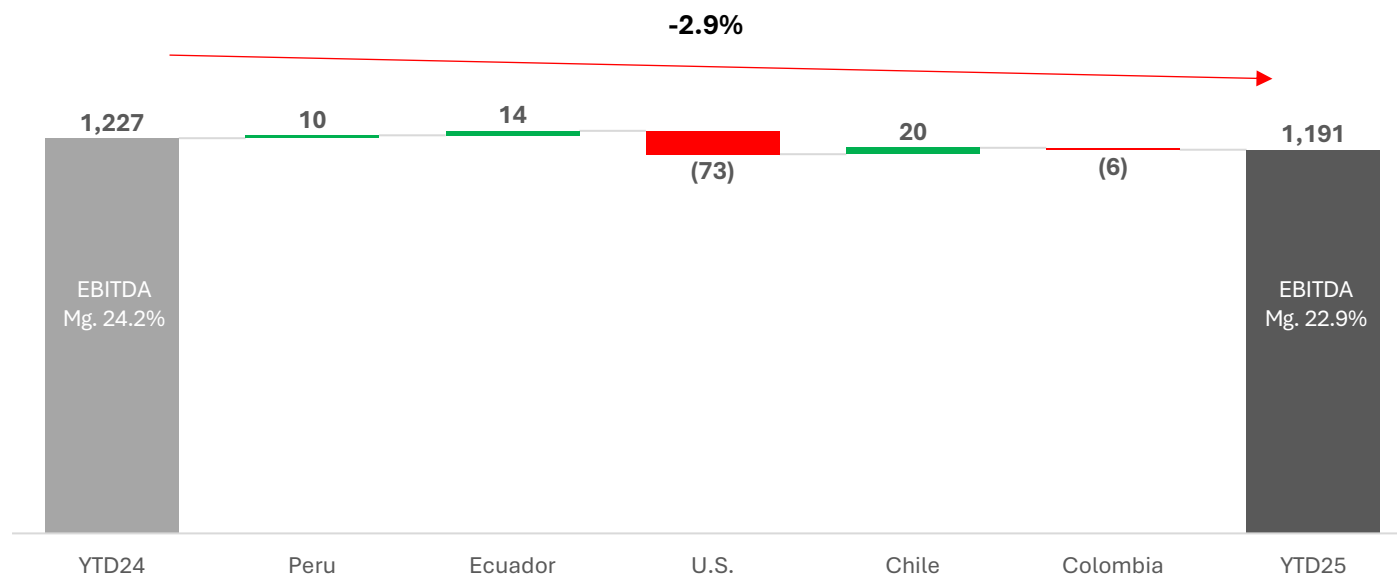
3Q25 EBITDA by country
PEN millions, %



Despite the strong performance of our Latin American operations, lower margins in the U.S. weighed on EBITDA YTD

YTD EBITDA by country

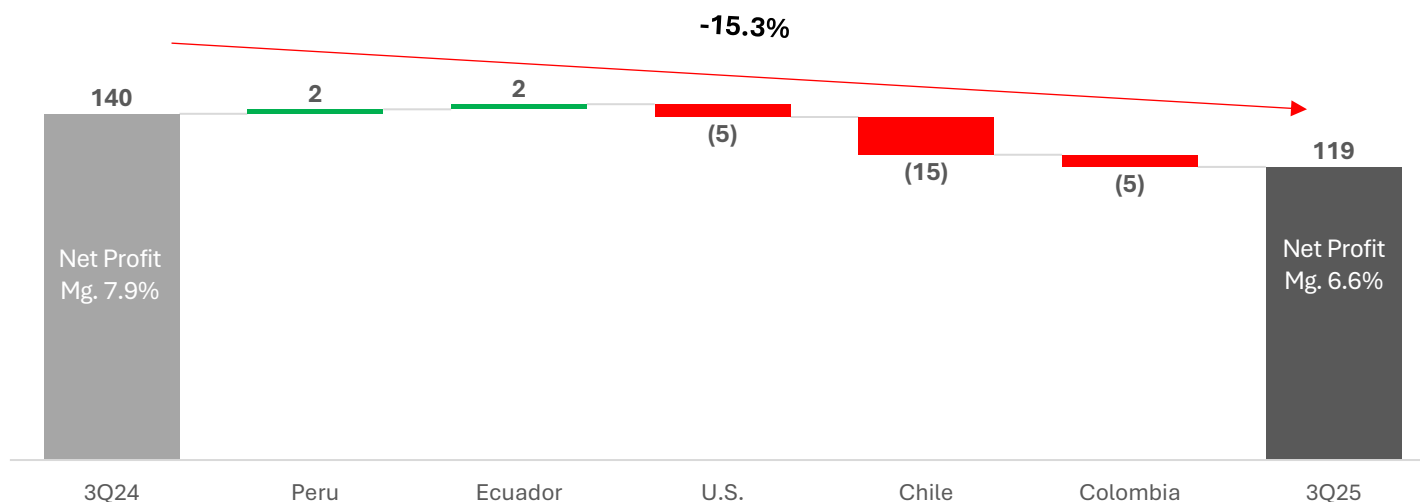
PEN millions, %



Net income declined due to operating margin variations and a less favorable foreign exchange conversion effect compared to 3Q24

3Q25 Net Profit

PEN millions, %

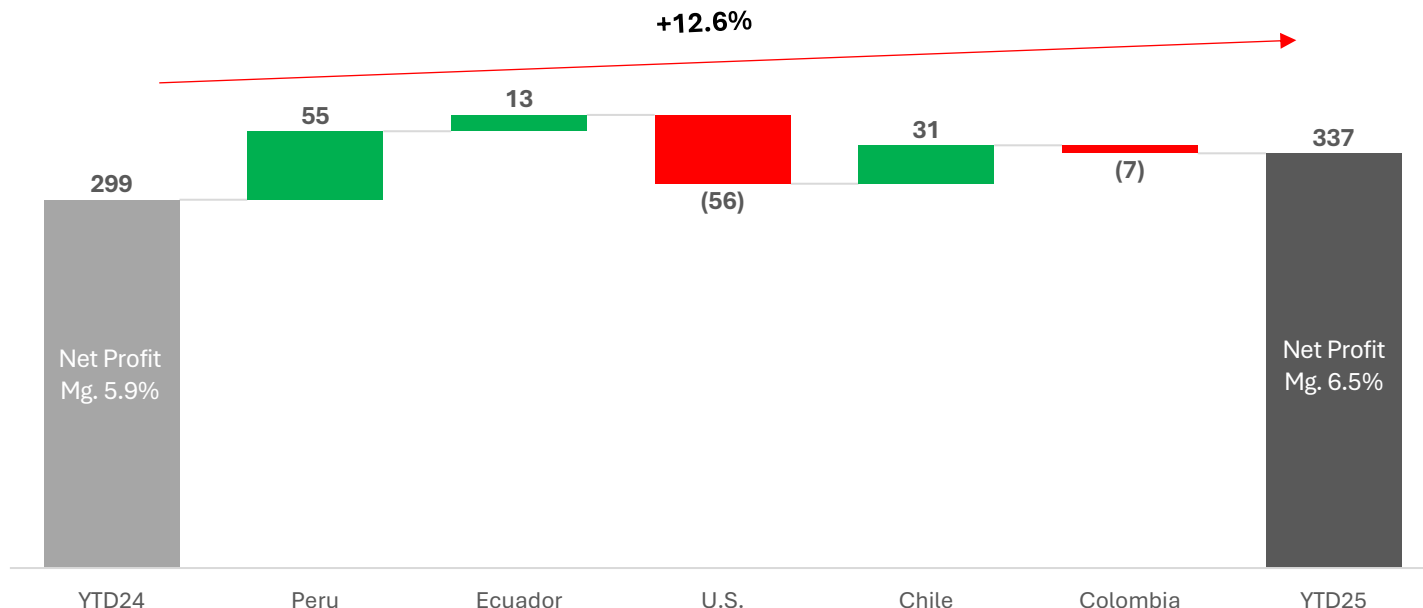


- **Lower operating margins** across cement and ready operations
- **Partially offset by lower financial expenses** (3Q25: PEN 95 MM vs. 3Q24: PEN 111 MM)
- **Lower foreign exchange gains** (3Q25: PEN 7.4 MM vs 3Q24: PEN 32.9 MM)

The accumulated net income increased due to lower financial expenses and the absence of non-recurring expenses recorded YTD24

YTD Net Profit

PEN millions, %

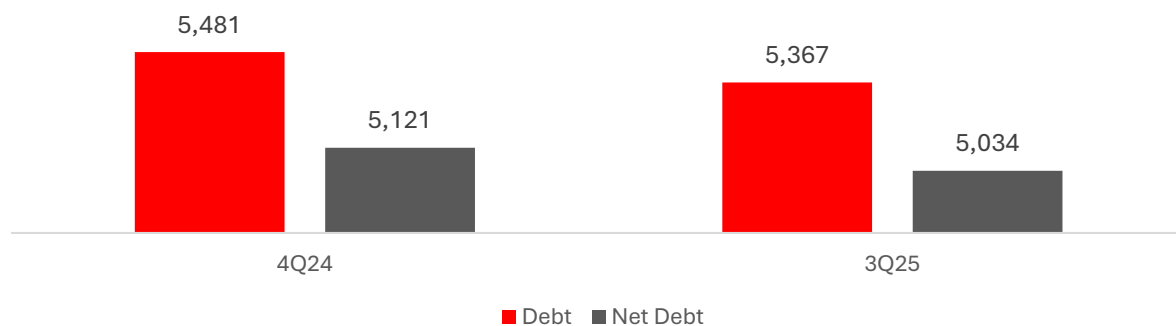


- **Lower financial expenses** due to the successful refinancing of our local-currency debt (YTD25: PEN 285 MM vs. YTD24: PEN 333 MM).
- **Lower non-recurring expenses** compared to 2024, when the land and building sale at UNA was recorded
- **Foreign exchange** went from a loss of PEN 0.1 MM as of 3Q24 to a gain of PEN 56.2 MM as of 3Q25

Consolidated debt decreased, bringing the leverage ratio to 3.10x EBITDA, slightly lower than in 2Q25

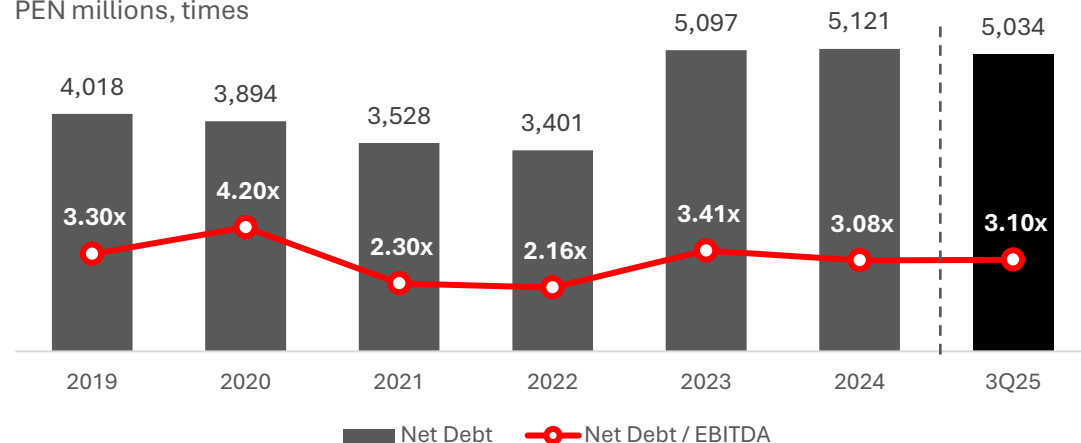
Total Debt and Net Debt

PEN millions



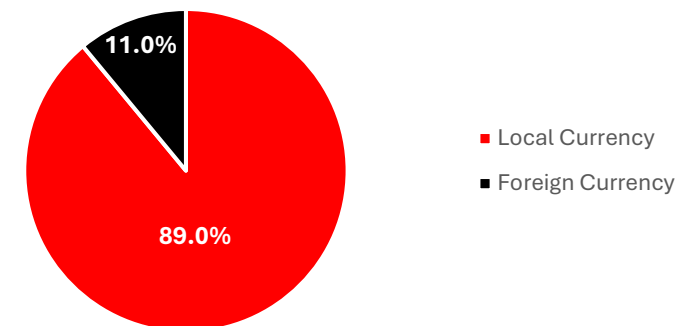
Net debt and leverage ratio

PEN millions, times



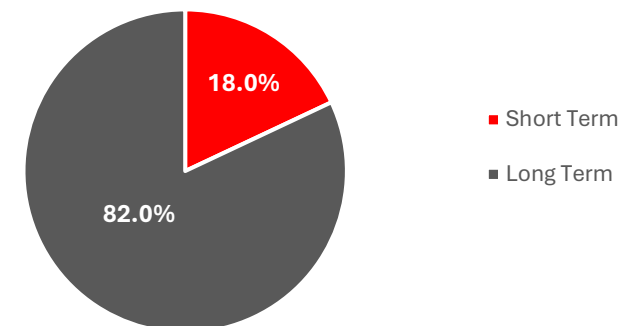
Total Debt FX Exposure 3Q25

%



Total Debt Maturity 3Q25

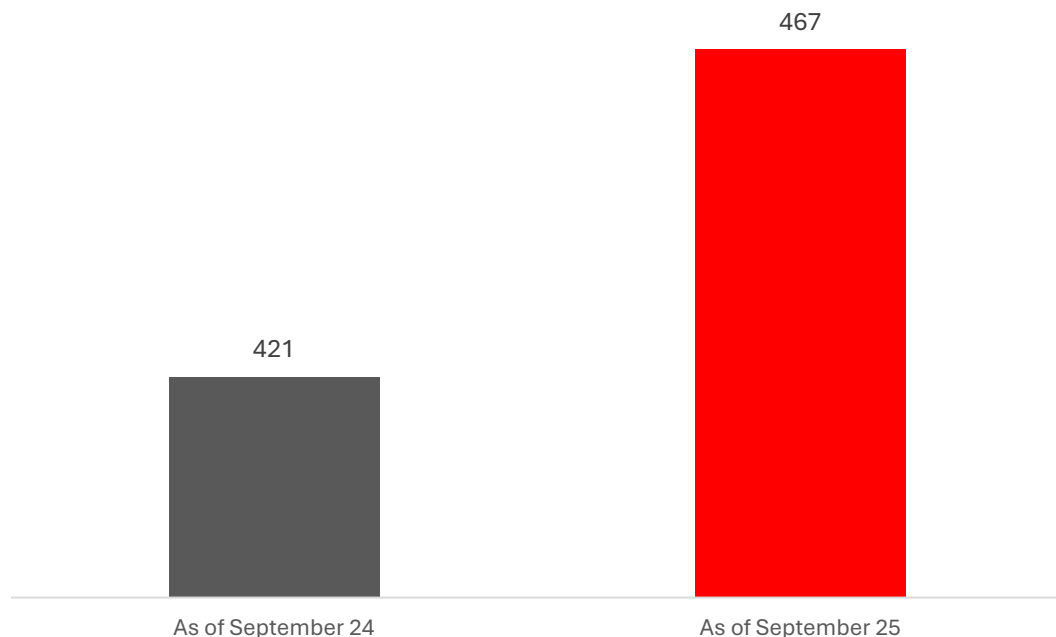
%



As expected, CAPEX execution was higher. This will help ensure our sustainability in the coming years

CAPEX as of September

PEN millions



1


- Roofing of the clinker fields
- Reduction system at Kiln 1
- New primary crusher
- Mixer and pump trucks
- Turbine upgrade at Termochilca
- Construction of the lime plant in Condorcocha by CALCEM

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

