



Grupo UNACEM 4Q2025 Conference Call

March 4th, 2026



Presenting today



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Corporate CEO



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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.

4Q2025 HIGHLIGHTS

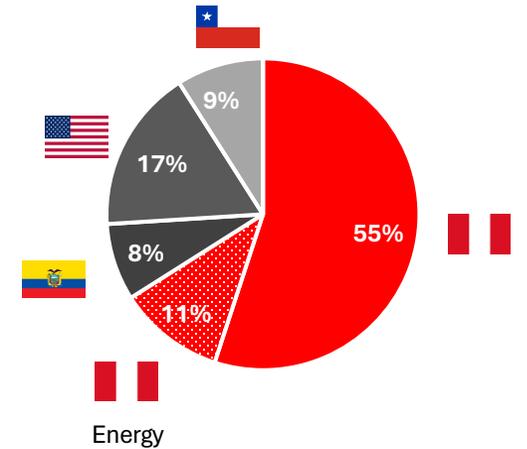
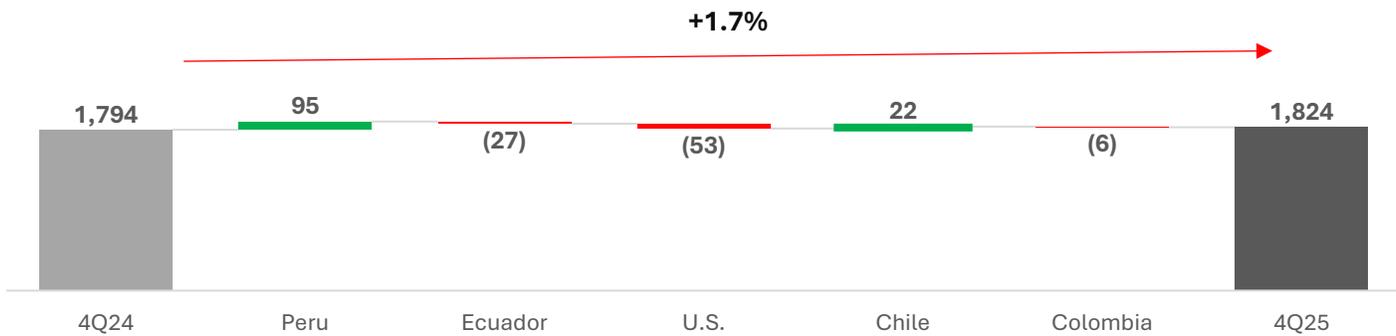


- 4Q25 EBITDA: PEN 418 MM
- 4Q25 Normalized EBITDA: PEN 426 MM
- 2025 EBITDA: PEN 1,609 MM
- 2025 Normalized EBITDA: PEN 1,627 MM
- Net Leverage ratio: 3.04x, lower compared to 2024

Strong performance in Peru and Chile offsetting weaker results in the U.S. and Ecuador

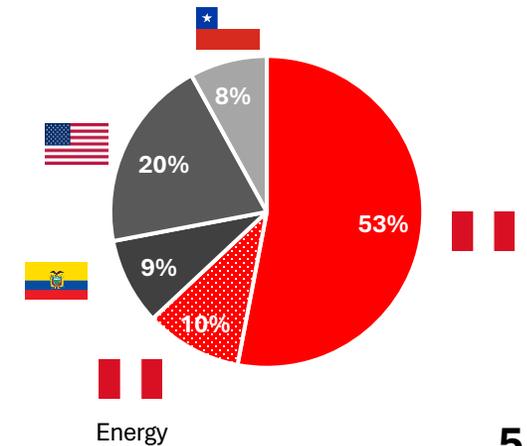
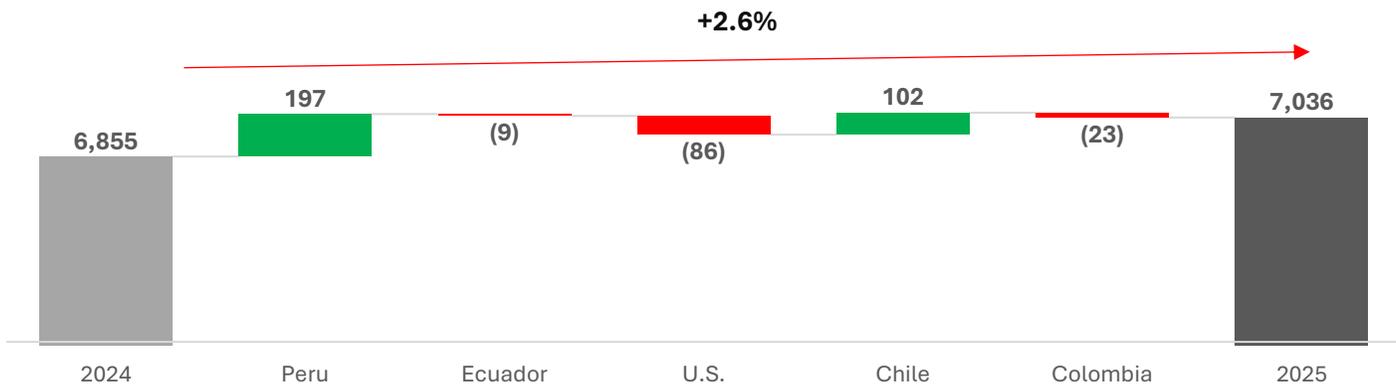
4Q25 Revenues by country

PEN millions, %



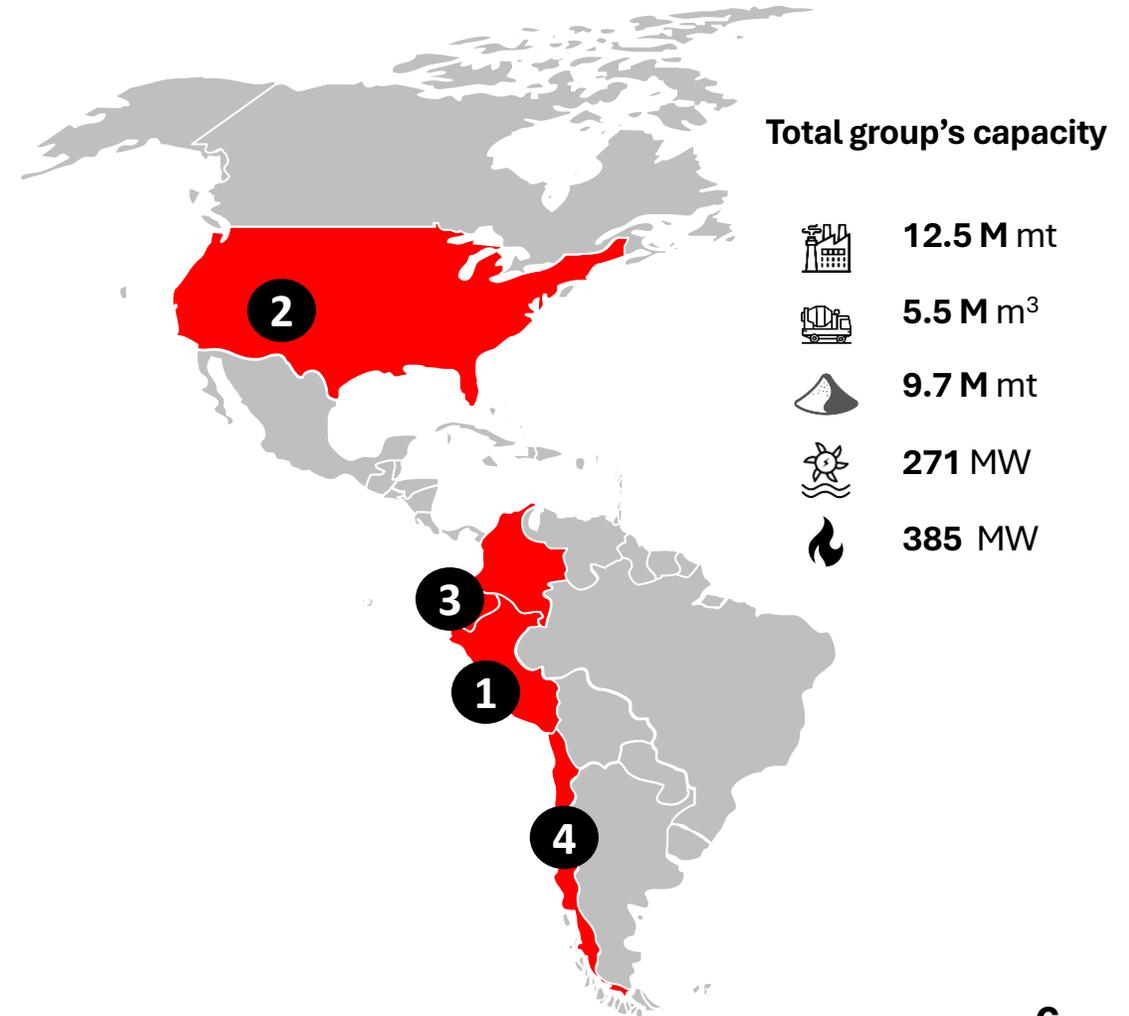
2025 Revenues by country

PEN millions, %



Solid volumes despite mixed regional dynamics

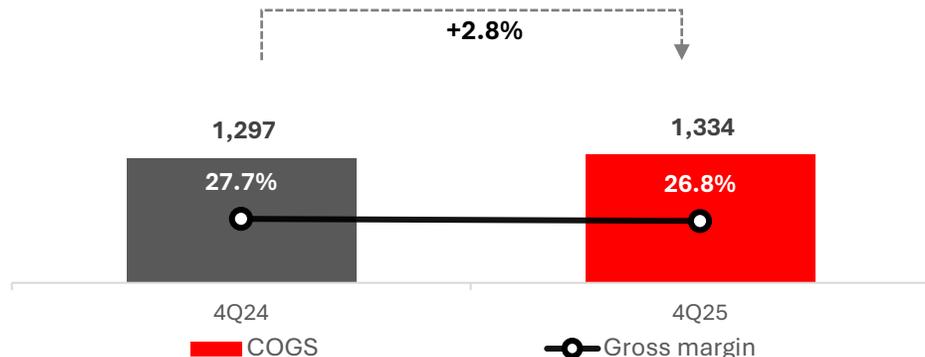
	Volume 4Q25			Volume 2025		
1 	+10.6%	+5.5%	+21.8%	+3.5%	-9.9%	+10.4%
	 1.6 M mt	 604k m ³	 1,278 GWh	 5.9 M mt	 2.4 M m ³	 4,454 GWh
2 	+3.6%	+19.9%	+8.7%	+4.9%	+7.2%	-4.9%
	 315k mt	 245k m ³	 379k mt	 1,250k mt	 1,004k m ³	 1,486k mt
3 	-7.8%	-16.5%		-0.2%	+24.6%	
	 277k mt	 54k m ³		 1,173k mt	 232k m ³	
4 	-7.3%	+35.6%		-0.4%	+40.4%	
	 143k mt	 304k m ³		 531k mt	 1,117k m ³	



COGS increased due to higher raw materials, fuel and maintenance in some geographies

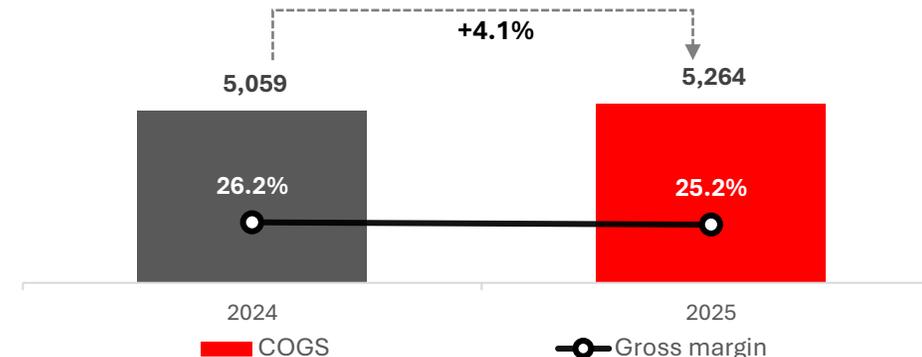
4Q25 COGS & Gross margin

PEN millions, %



2025 COGS & Gross margin

PEN millions, %



2.8% COGS increase & lower gross margin:

- Increased cement and ready-mix costs, mainly due to higher energy and fuel expenses, as well as lower fixed-cost absorption amid weaker volumes in Ecuador
- Higher raw material costs, particularly additives, associated with the sale of higher-strength ready-mix for infrastructure projects in Chile
- Partially offset by lower cement costs in Peru, supported by lower fuel costs, higher volumes and fewer overhaul days

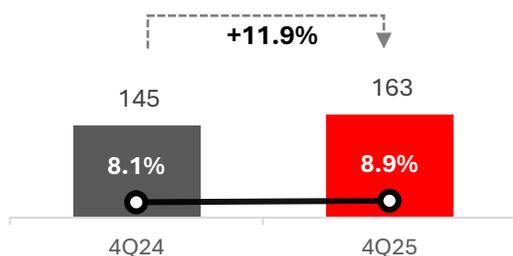
4.1% COGS increase & lower gross margin:

- Cost pressures in the U.S., mainly driven by increased fuel, energy and maintenance expenses
- Higher raw material costs in Chile
- Cost of the energy platform increased in Celepsa and higher fixed costs in Terochilca due the main overhaul and turbine upgrade
- Partially offset by higher economies of scale in UNACEM Peru

SG&A increased mainly due to strategic initiatives across all units

4Q25 Administrative expenses

PEN millions, %

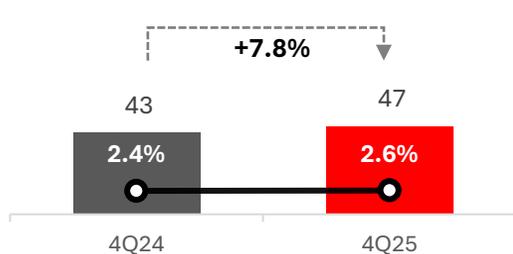


11.9% Administrative expenses increase:

- Higher consulting and advisory expenses, as well as higher personnel expenses mainly associated with the beginning of the rollout of our Global Business Services

4Q25 Selling expenses

PEN millions, %

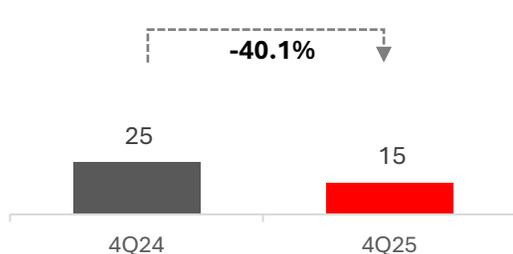


7.8% Selling expenses increase:

- Higher commercial, marketing and personnel expenses associated with stronger sales activity

4Q25 Other expenses and (income), net

PEN millions, %

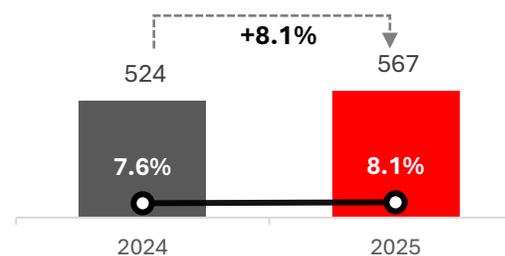


Other expenses and (income), net:

- Lower Other Income due to accounting adjustments, partially offset by insurance indemnities and environmental reimbursements
- Lower Other Expenses due to adjustments for prior fiscal years

2025 Administrative expenses

PEN millions, %

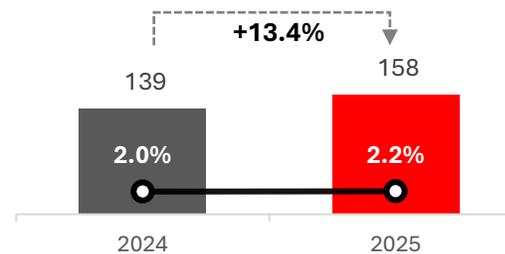


8.1% Administrative expenses increase:

- Higher advisory and third-party services, supporting several projects implemented across all business units; as well a with higher personnel expenses and software licenses

2025 Selling expenses

PEN millions, %

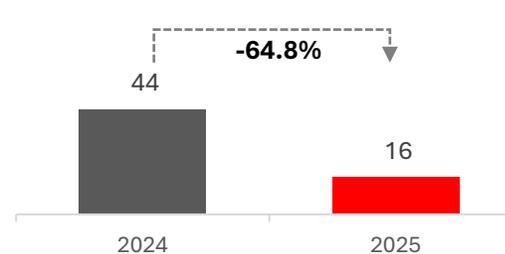


13.4% Selling expenses increase:

- Higher commercial, marketing and personnel expenses, reflecting stronger sales activity across the business

2025 Other expenses and (income), net

PEN millions, %



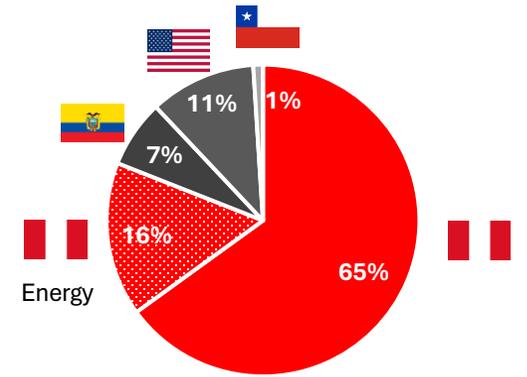
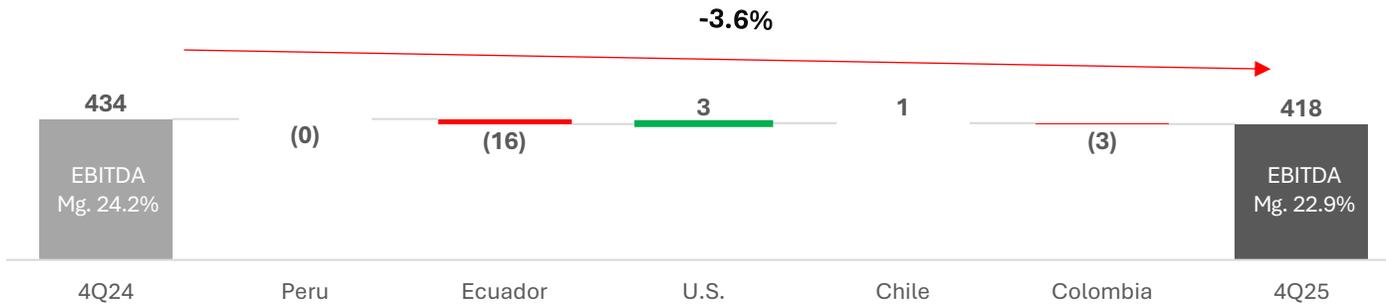
Other expenses and (income), net:

- Lower Other Expenses reflecting the absence of one-off items in 2024, including tax-related penalties and a loss on asset disposals in 4Q24, partially offset by higher personnel expenses related to personnel indemnities

Resilient LatAm performance partially offsets lower U.S. results

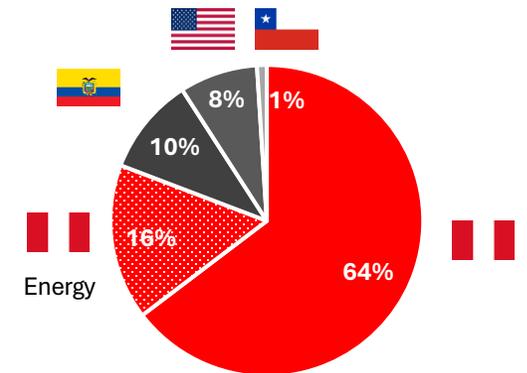
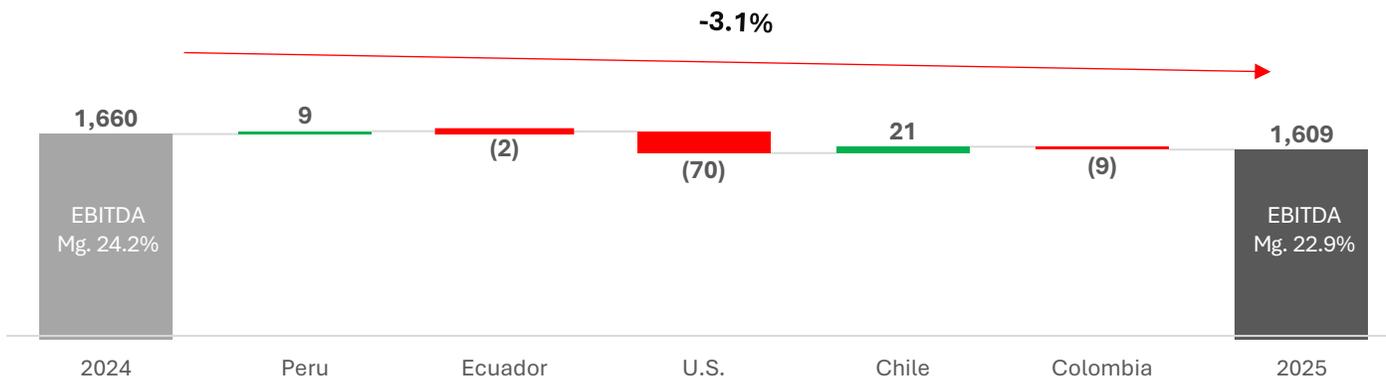
4Q25 EBITDA by country

PEN millions, %



2025 EBITDA by country

PEN millions, %



Normalized EBITDA after One-Off and FX Conversion effects

4Q24 Normalized EBITDA

PEN millions, %



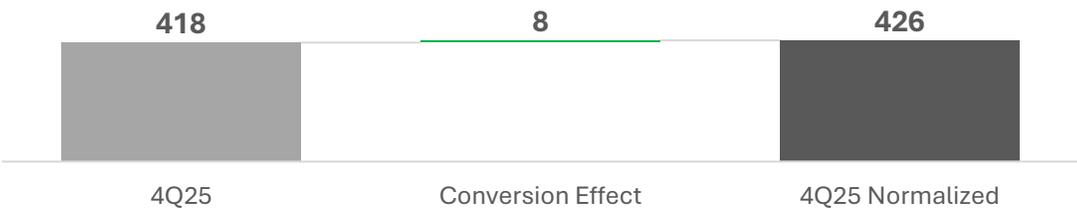
2024 Normalized EBITDA

PEN millions, %



4Q25 Normalized EBITDA

PEN millions, %

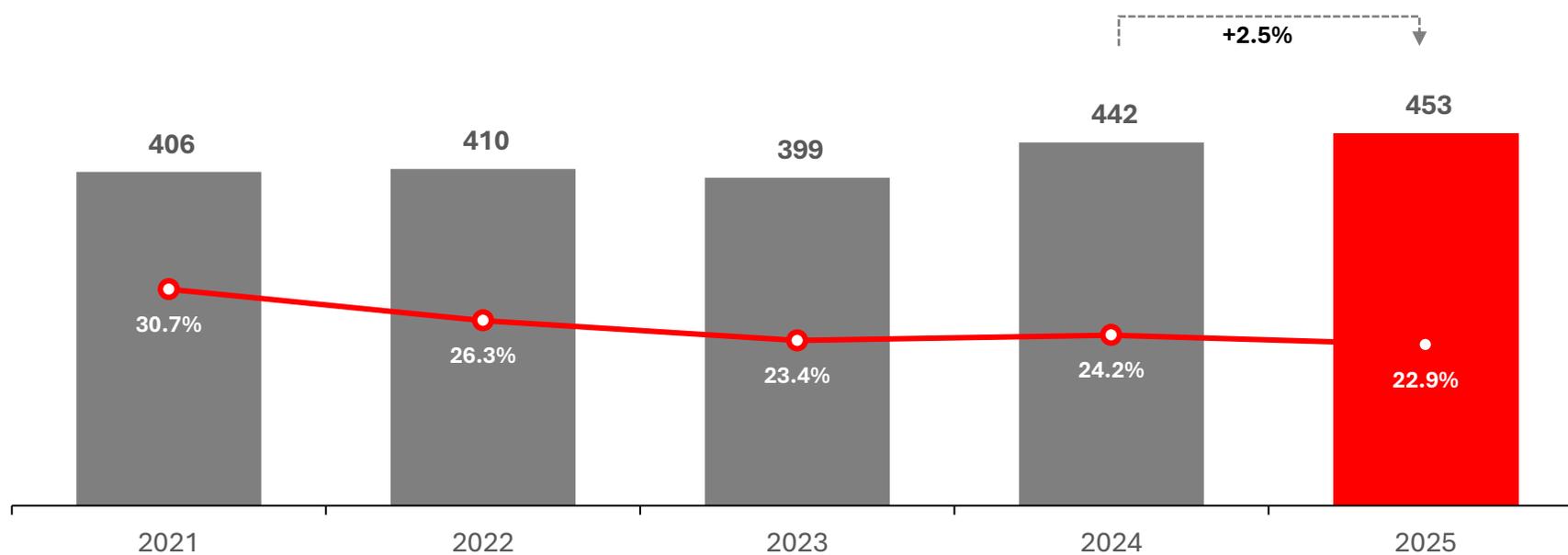


2025 Normalized EBITDA

PEN millions, %



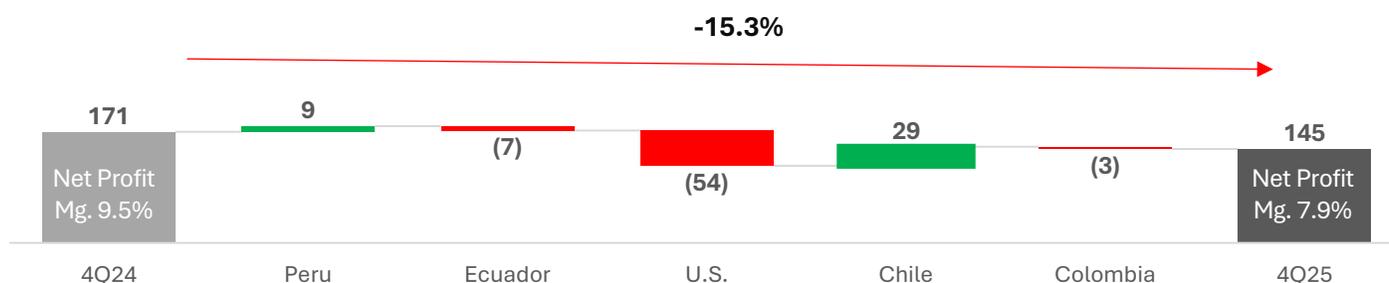
However, EBITDA in USD increased 2.5%



FY Net Profit grew by 2.4%, driven by FX gains despite higher taxes

4Q25 Net Profit

PEN millions, %

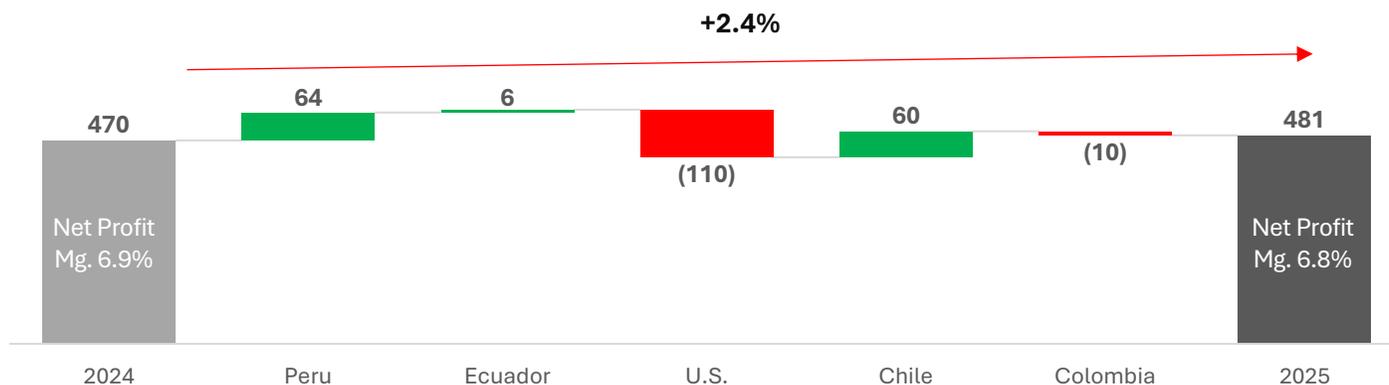


15.3% decreased compared to 4Q24

- **Lower financial expenses** (4Q25: PEN 84 MM vs. 4Q24: PEN 87 MM).
- **Higher income tax** of 74.8 MM in 4Q25 vs 1.7 MM in 4Q24, explained by a lower favorable deferred tax effect in the quarter
- **FX difference shifted** from a Loss of (PEN - 30.3 MM) in 4Q24 vs. a Gain (PEN +29.0 MM) in 4Q25

2025 Net Profit

PEN millions, %

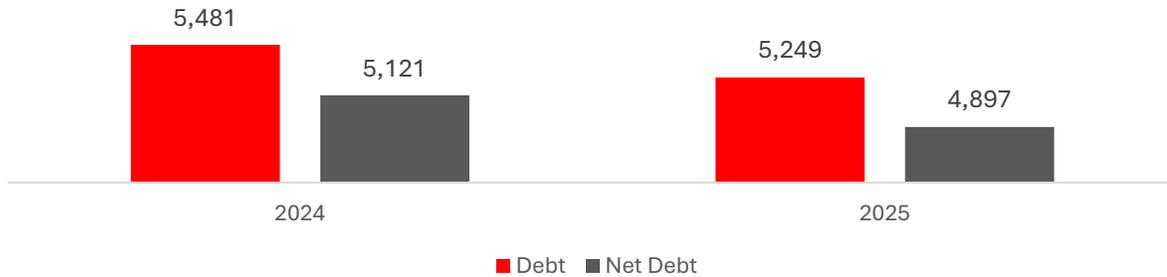


2.4% increase compared to 2024

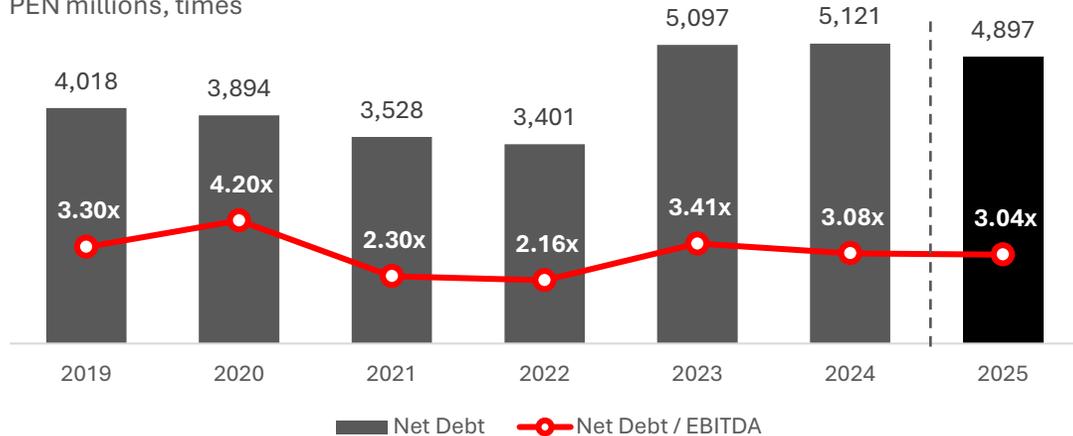
- **Lower financial expenses** (2025: PEN 368 MM vs. 2024: PEN 420MM)
- **FX difference** shifted from a Loss of (PEN - 30.4 MM) in 2024 vs. a Gain (PEN +85.3 MM) in 2025

Consolidated Net Debt/ EBITDA ratio decreased to 3.04x, close to our 3.0x target

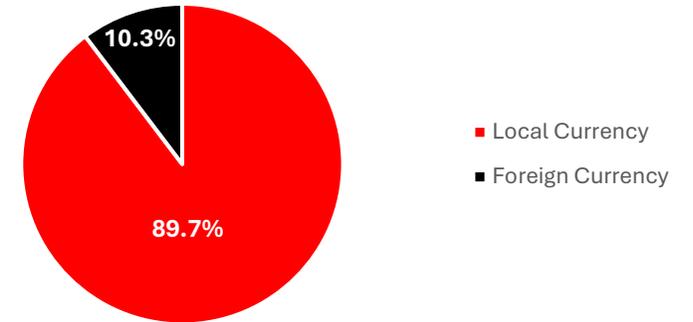
Total Debt and Net Debt
PEN millions



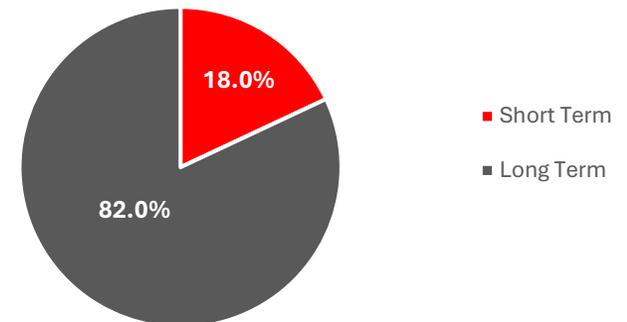
Net debt and leverage ratio
PEN millions, times



Total Debt FX Exposure 4Q25
%

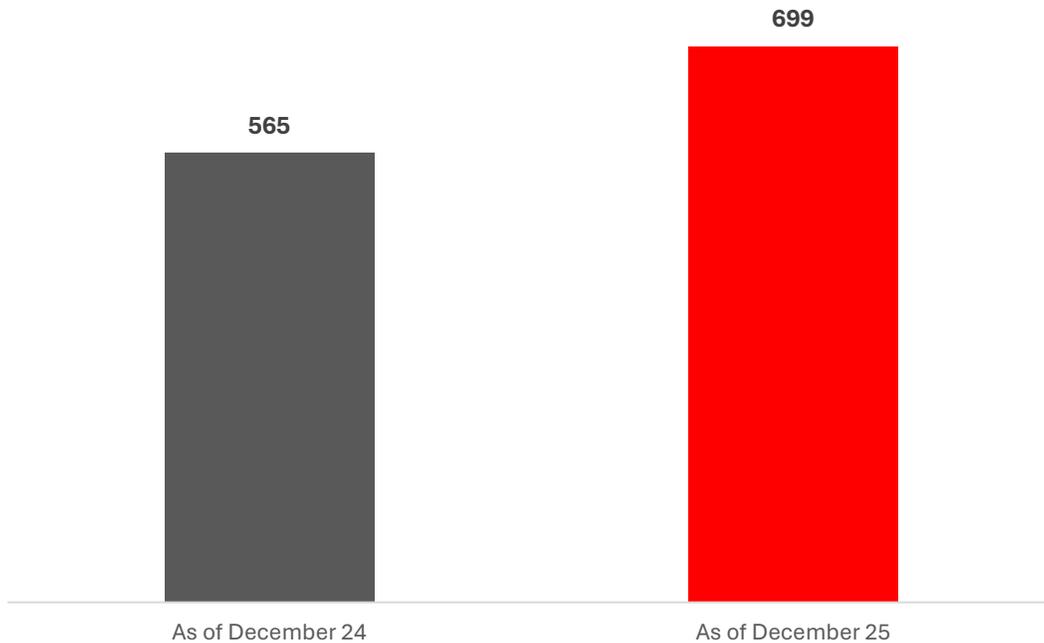


Total Debt Maturity 4Q25
%



As expected, CAPEX execution was higher, as we deploy our sustainability initiatives

CAPEX as of December
PEN millions



1


- Gas Suspension Absorber
- 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

2


- Investments in equipment and mixer trucks

3


- Crusher level change
- Mixers and front loaders

Q&A



Together we grow to build a sustainable world

