

UNACEM Corp 2Q2022 Conference Call

Aug 17th, 2022



Disclaimer...



Please note that this presentation might disclose some forward-looking statements related to UNACEM Corp and its subsidiaries 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 UNACEM Corp and its subsidiaries to be different from those expressed or assumed herein, so this should be considered for reference only

Presenting today



Pedro Lerner

Corporate CEO



Alvaro Morales

Corporate CFO



**UNIDOS
LLEGAMOS
MÁS
LEJOS**

2Q2022 HIGHLIGHTS

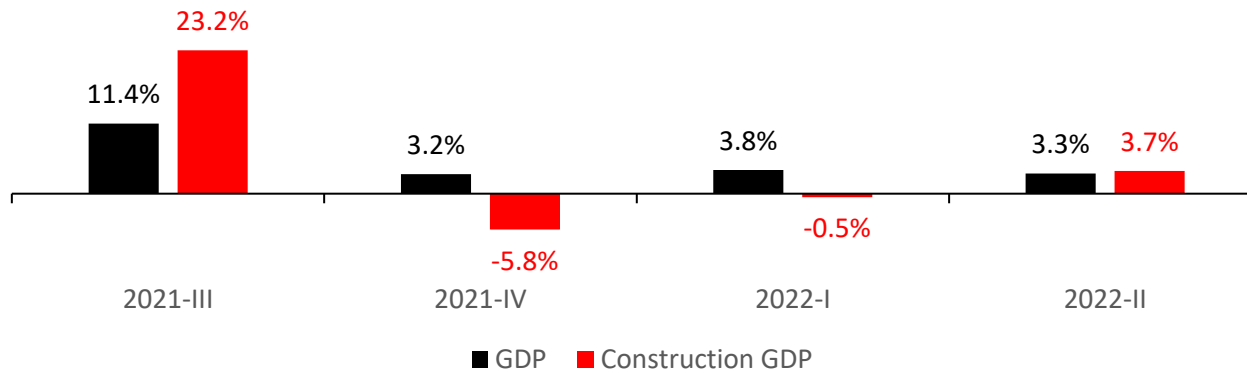


- Revenues increased +20.0%
- EBITDA increased +6.2%
- Leverage ratio: 2.1x , within our target
- Our diversified sources of growth enabled us to offset the external negative effects we faced this quarter

With strong performance in the Peruvian units despite political turbulence ...

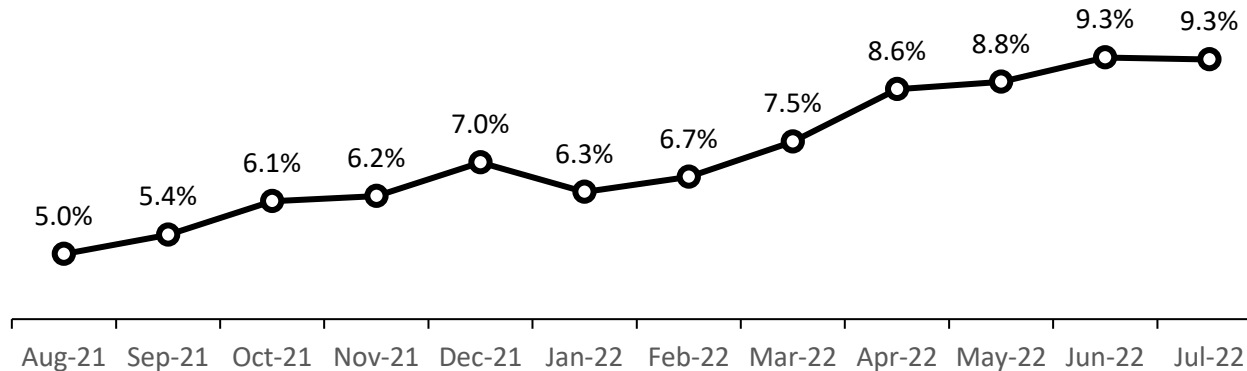
Peru GDP

% Var



Inflation rate

% Var



Peru operational highlights



High single digit growth of self-construction



48.1% cement market share



Considerable decrease of cement imports



Expansion of Celepsa's long term client base

... Overcoming challenging conditions in Ecuador and Chile ...

Ecuador operational highlights



18-day national strike in June



Lagging dispatches because of national strike



-12.8% cement volumes vs 2Q21 and -0.6% vs 1H22



1.7% revenues increase as of 1H22

Chile operational highlights



16% depreciation of the local currency



UNACEM doubled cement production capacity up to 600k mt



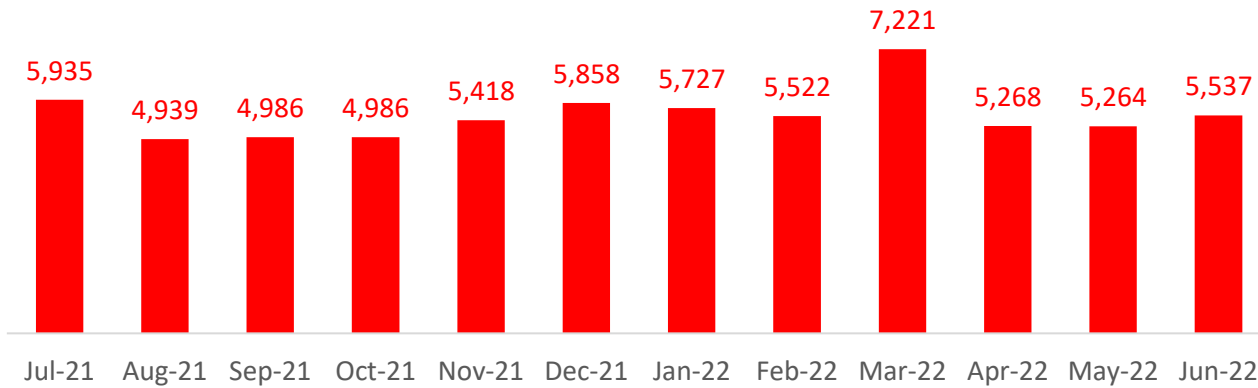
24% increase in cement sales volumes



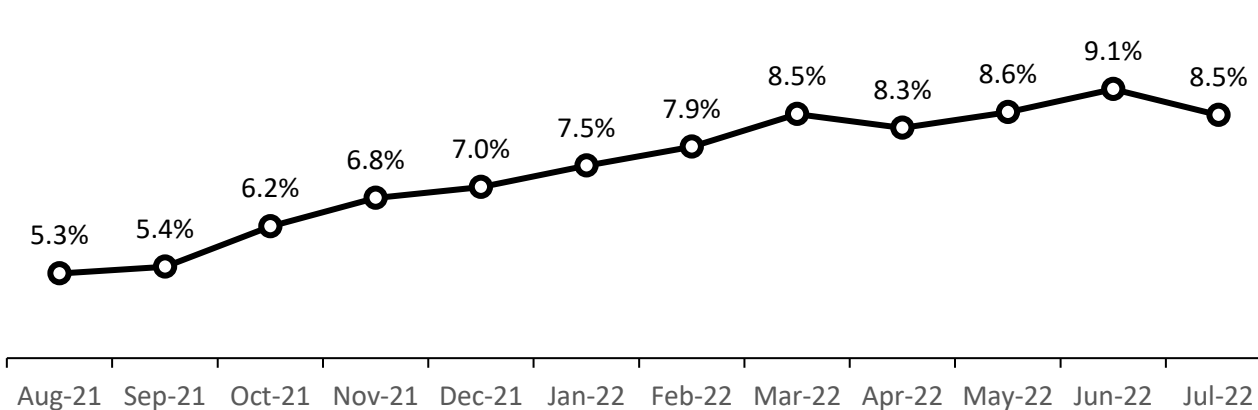
7.4% growth in ready-mix unit affected by rainy season

... and a continued uptrend in our US operations

Arizona building permits
(thousand)



Arizona inflation rate
% Var



US operational highlights



16% increase in cement sales volumes in 2Q22



8% pricing increase in 2Q22



65,000 building permits per year in Arizona



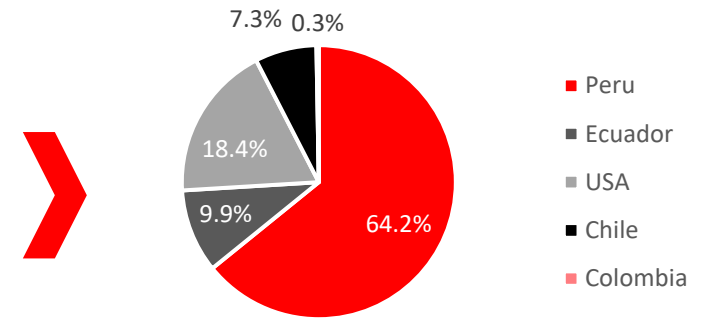
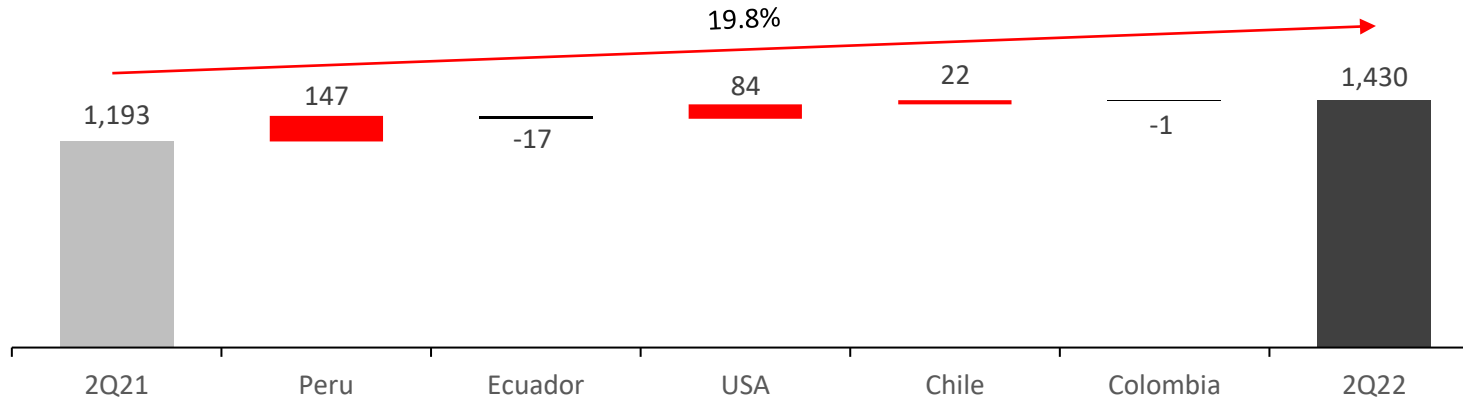
Arizona is the 5th highest in residential construction state

Forward looking 2022 expectations... 

Important growth in revenues YoY

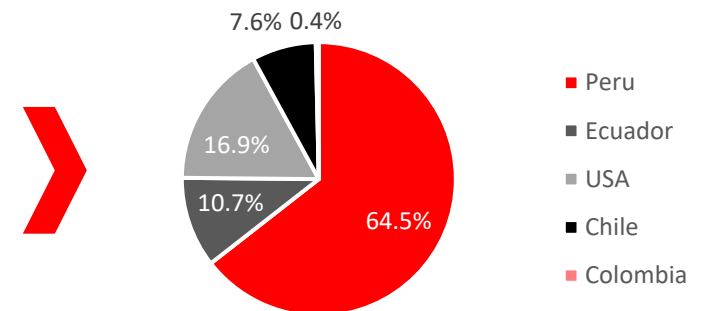
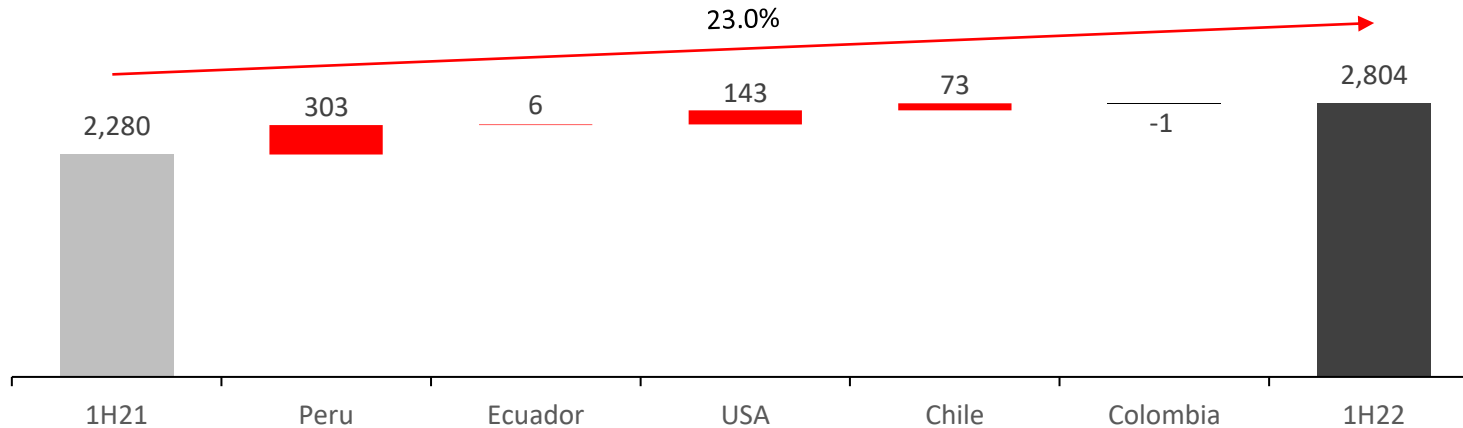
2Q22 Revenue contribution by country

PEN Million, %



























1H22 Revenue contribution by country

PEN Million, %



With strong volumes in 2Q22 and 1H22

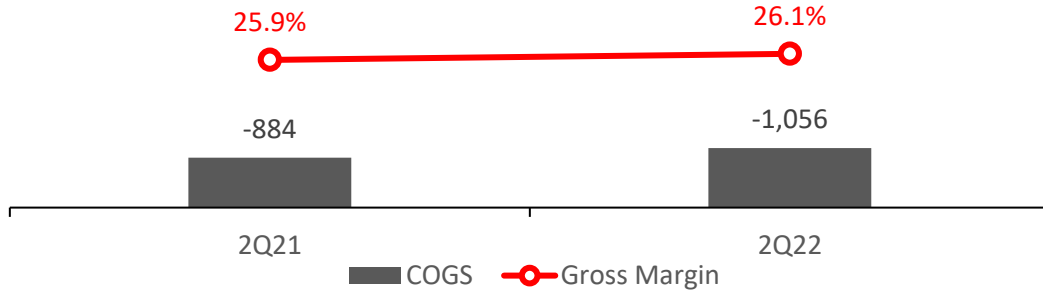
	Volume 2Q22			Volume 1H22		
1 	+13.8%	+1.5%	+26.8%	+12.2%	+0.2%	+25.0%
	 1.6 M mt	 596k m ³	 501 GWh	 3.2 M mt	 1.1 M m ³	 1,000 GWh
2 	-12.7%	+13.9%		-0.6%	-1.1%	
	 274k mt	 34k m ³		 592k mt	 60k m ³	
3 	+15.7%	+34.0%	+70.5%	+21.6%	+28.7%	+40.9%
	 178k mt	 280k m ³	 914k mt	 348k mt	 504k m ³	 1.6 M mt
4 	+407.4%	+7.4%		+99.9%	+29.4%	
	 106k mt	 234k m ³		 191k mt	 493k m ³	



COGS increase due to higher volumes with gross margin control

2Q22 Cost of goods sold & gross margin

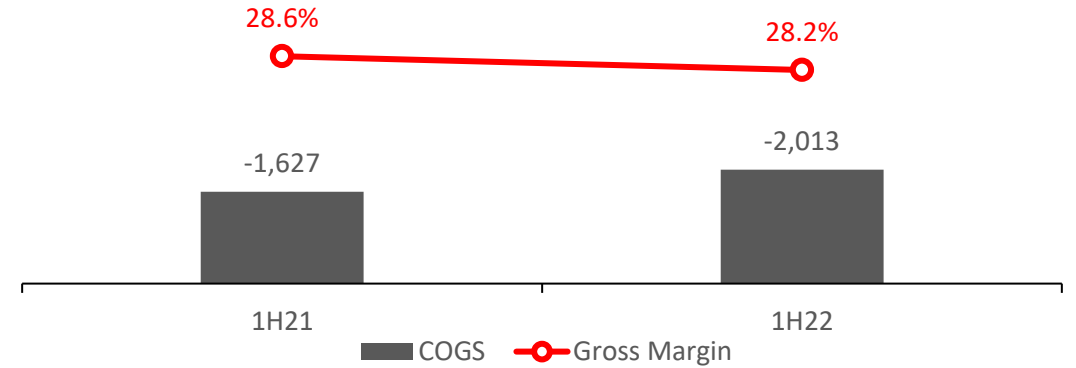
PEN Million, %



- **19.5% COGS increase due to:**
 - Higher sales volumes & higher fuel costs and raw materials
- **Higher gross margin due to:**
 - Economies of scale and increase in prices

1H22 Cost of goods sold & gross margin

PEN Million, %

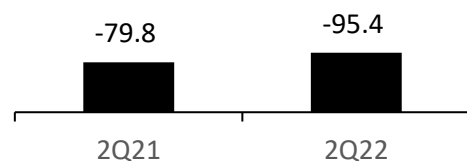


- **23.7% COGS increase & lower gross margin due to:**
 - Higher sales volumes
 - Higher fuel costs
 - Higher raw materials costs

And an organic increase of operating expenses with some non-recurring expenses ...

2Q22 Administrative expenses

PEN Million

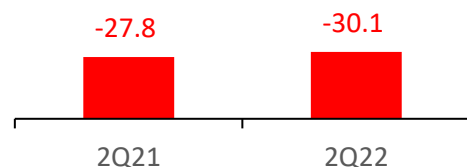


19.6% increase due to:

- Higher personnel expenses: workers profit sharing & boards fee.

2Q22 Selling expenses

PEN Million

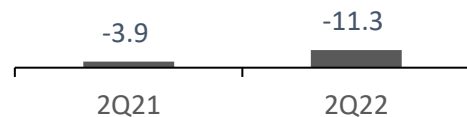


8.1% increase due to:

- Higher volumes sold

2Q22 Other income / expenses

PEN Million

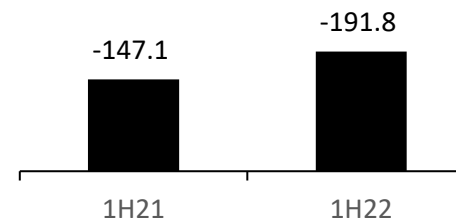


PEN7.4 M decrease due to:

- Non-recurring income from dividends in 2Q21
- Voluntary retirement program in 2Q22

1H22 Administrative expenses

PEN Million

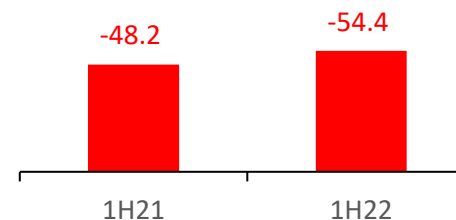


30.3% increase due to:

- Higher personnel expenses: workers profit sharing & boards fee.

1H22 Selling expenses

PEN Million

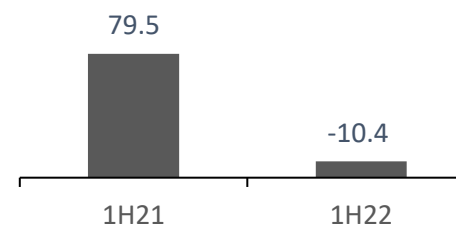


12.7% increase due to:

- Higher volumes sold

1H22 Other income / expenses

PEN Million



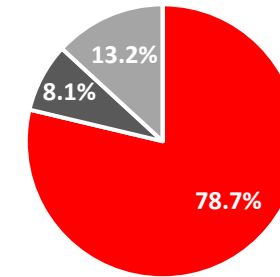
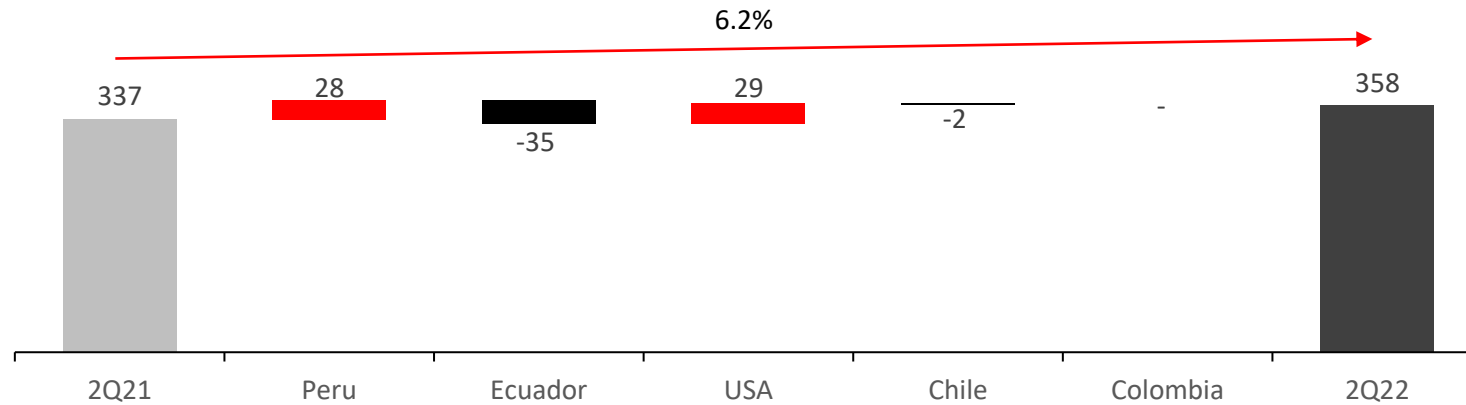
PEN89.9 M decrease due to:

- Non-recurring income from dividends in 2021
- Voluntary retirement program

Resulting in a higher EBITDA YoY and LTM ...

2Q22 EBITDA contribution by country

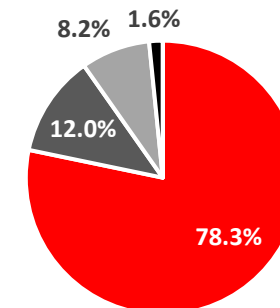
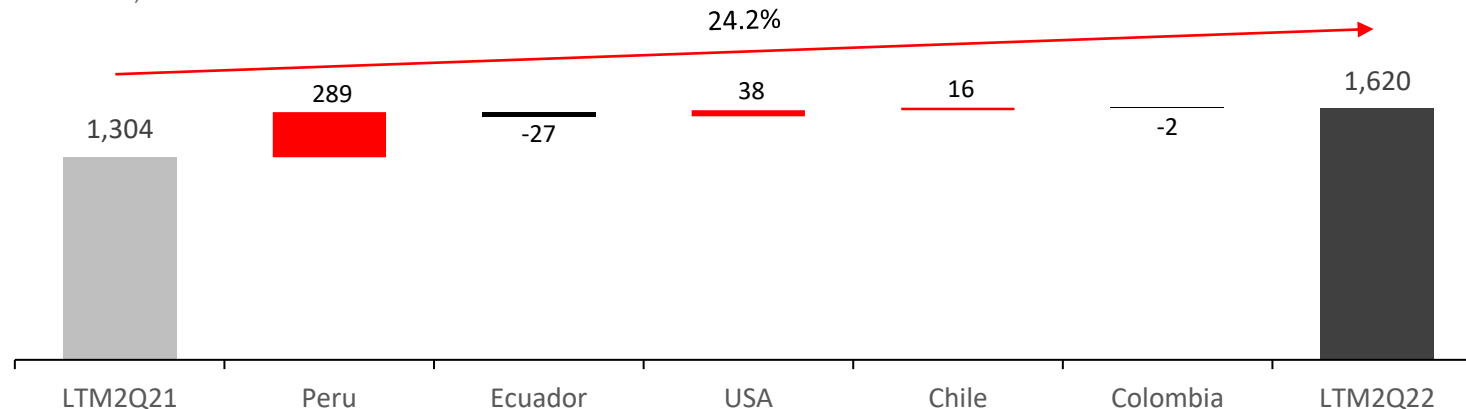
PEN Million, %



- Peru
- Ecuador
- USA
- Chile
- Colombia

LTM EBITDA contribution by country

PEN Million, %

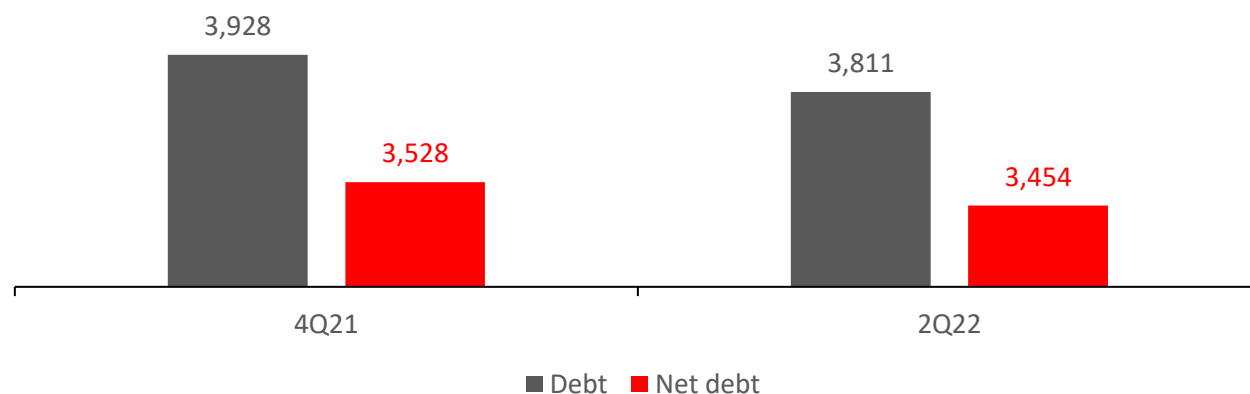


- Peru
- Ecuador
- USA
- Chile
- Colombia

Achieving our leverage target ...

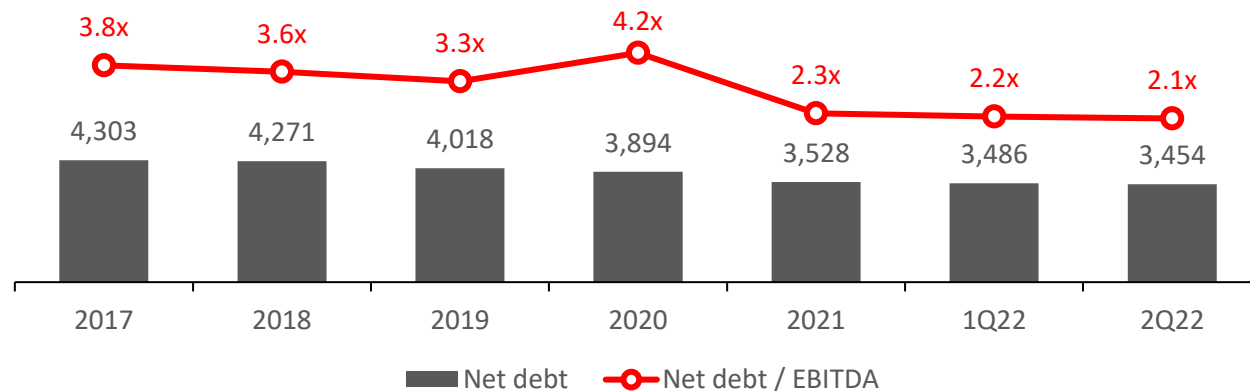
Total debt and net debt

PEN Million



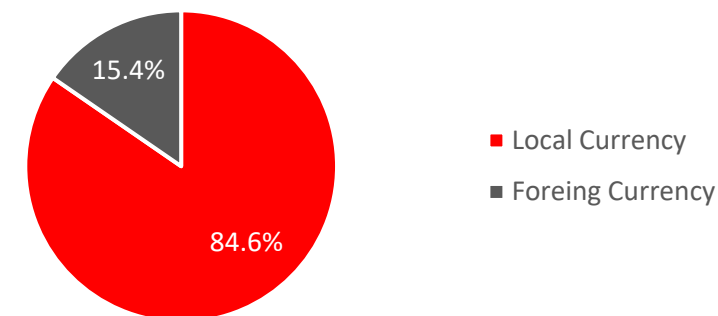
Net debt and leverage ratio

PEN Million, times



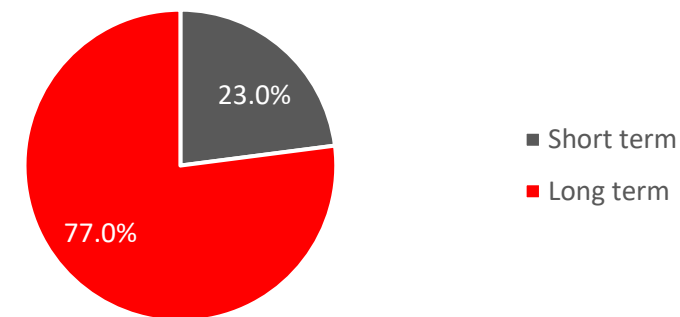
Total debt FX exposure 2Q22

%



Total debt maturity composition 2Q22

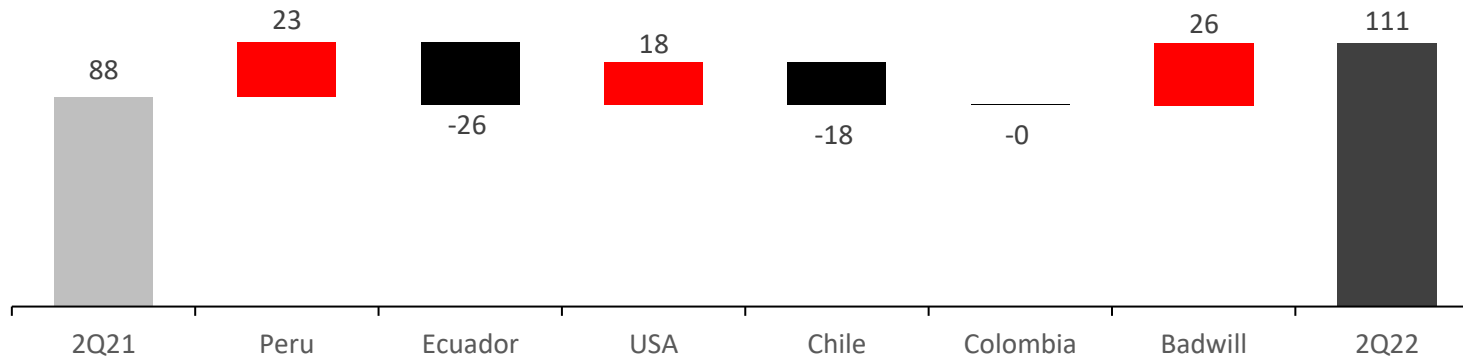
%



Delivering solid net profit results in the quarter and YTD

2Q22 Net profit

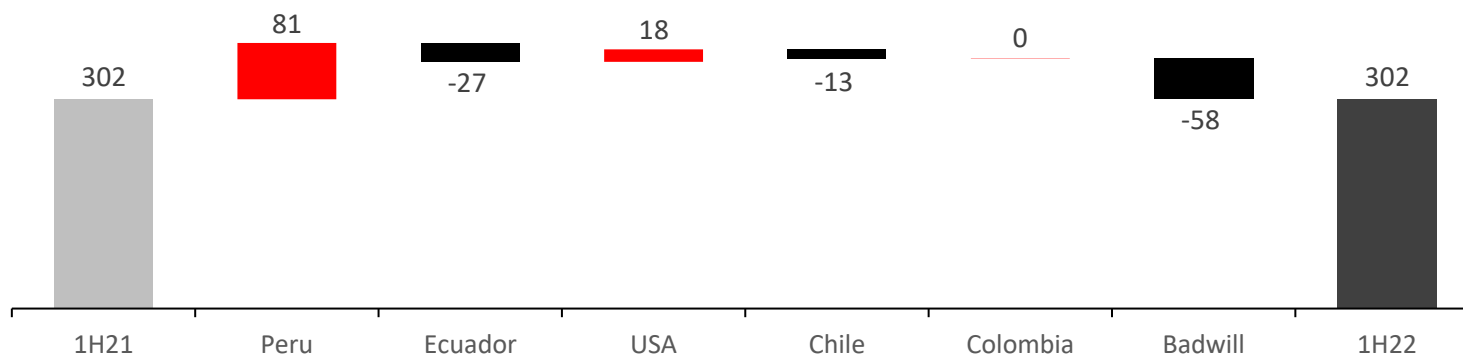
PEN Million



- 25.8% increase compared to 2Q21

1H22 Net profit

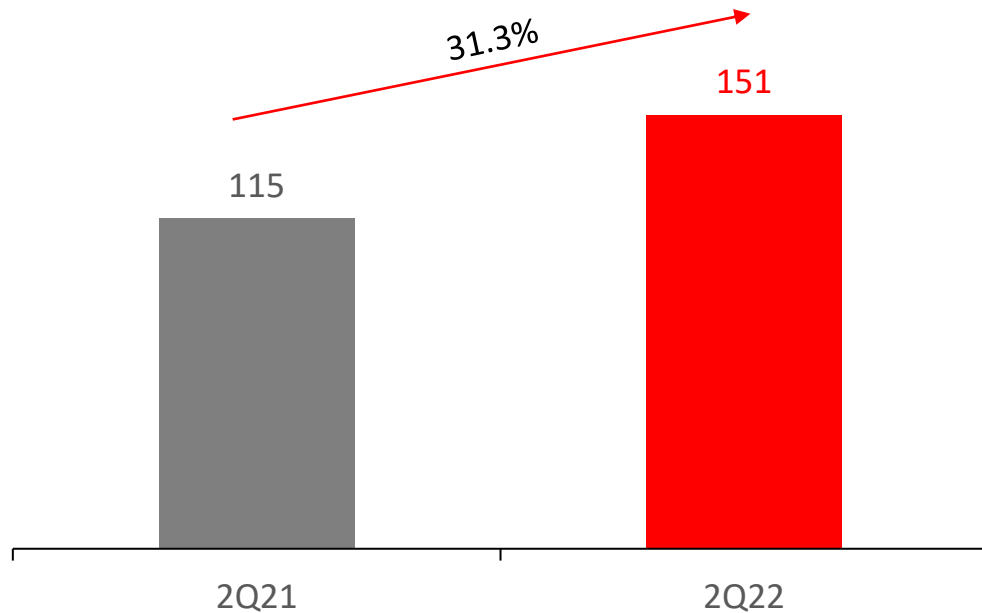
PEN Million







- 0.2% increase compared to 1H21

Executing investment projects that guarantee sustainable operations

2Q22 CAPEX
PEN Million



- | | |
|---|--|
| <p>1</p>  | <ul style="list-style-type: none"> ○ New automated packaging system ○ Reinforcement of the multisilo ○ Mixer trucks |
| <p>2</p>  | <ul style="list-style-type: none"> ○ New milling ○ Warehouse |
| <p>3</p>  | <ul style="list-style-type: none"> ○ Debottlenecking project in Kiln 2 |
| <p>4</p>  | <ul style="list-style-type: none"> ○ Mobile plant |

Q&A



Growing together to build a more sustainable world

