

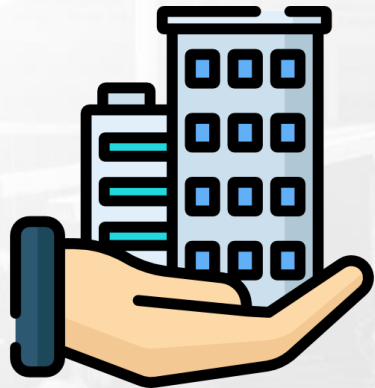


# **CORPORATE PRESENTATION 1Q22**

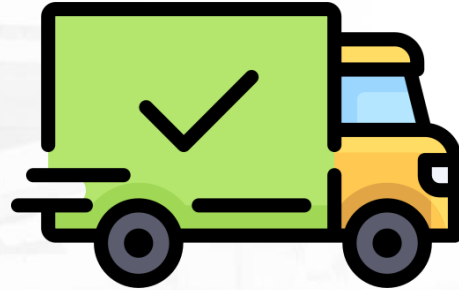
**Pacasmayo** 

# 1 MARCO OVERVIEW

# ABOUT US



We are a **leading Peruvian cement company**, with almost 65 years of operating history



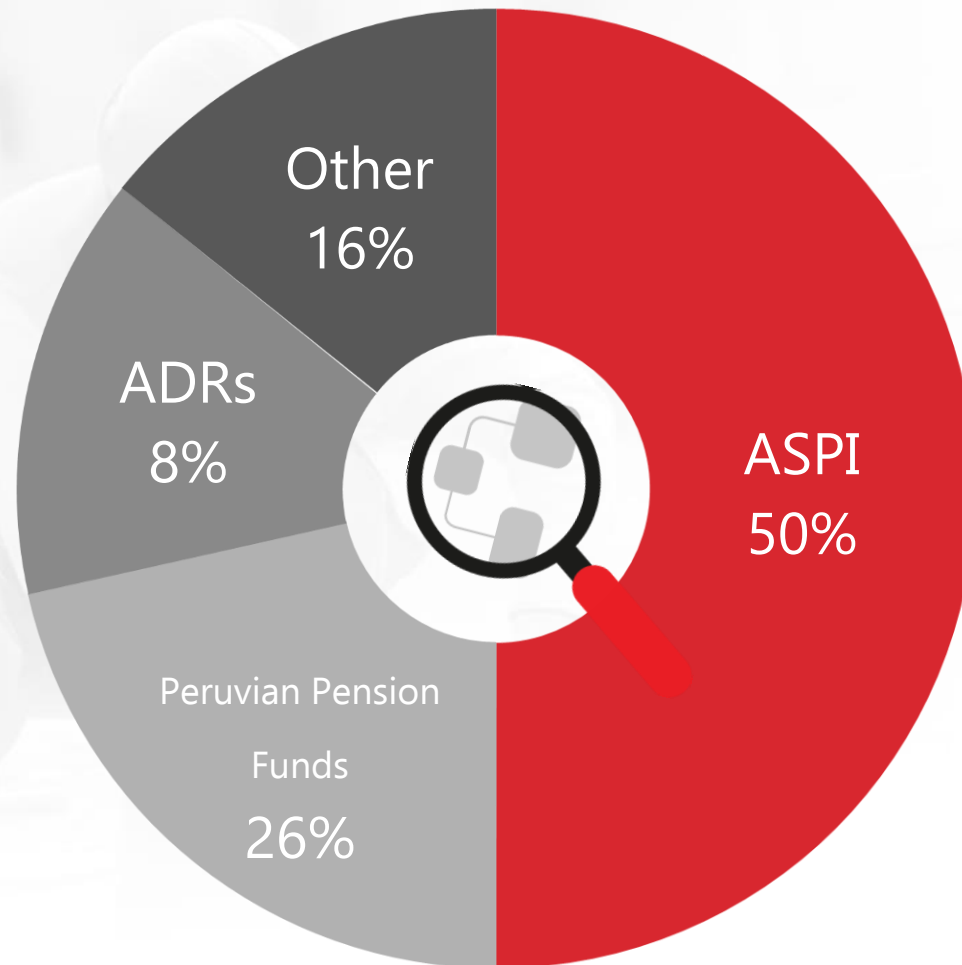
As of Feb-22 LTM, Pacasmayo's cement shipments reached **3.6 million MT**, capturing a 24.3% share of total shipments in Peru



Listed on the **Lima Stock Exchange** (BVL: CPACASC1-PE) since 1995 and on **the New York Stock Exchange** (NYSE: CPAC) since 2012

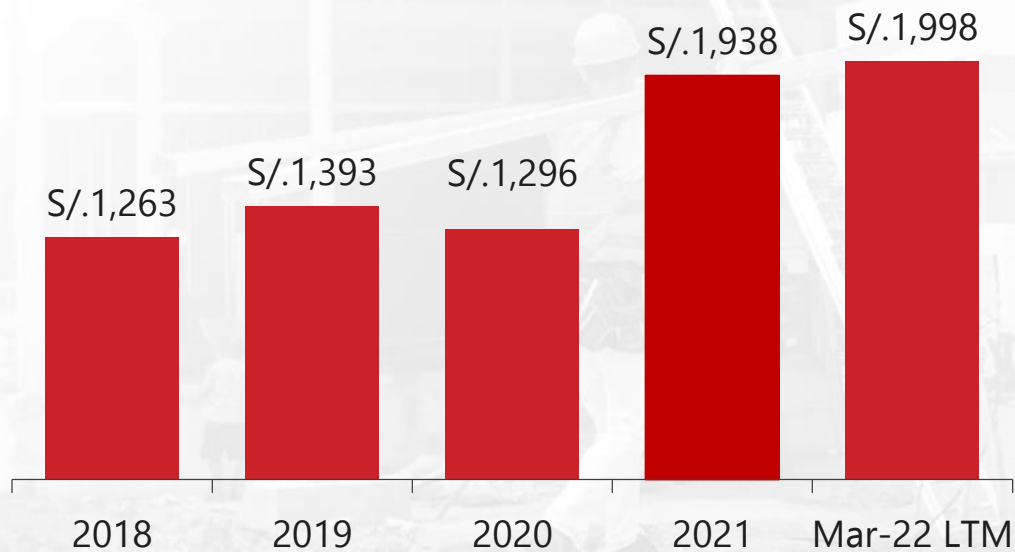


# SHAREHOLDERS STRUCTURE

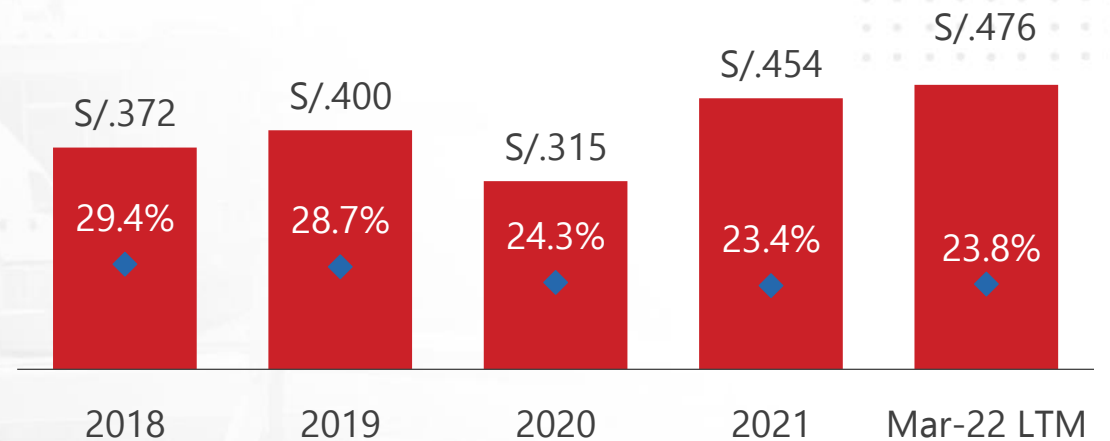


# FINANCIAL HIGHLIGHTS

## Revenue Evolution



## EBITDA Evolution

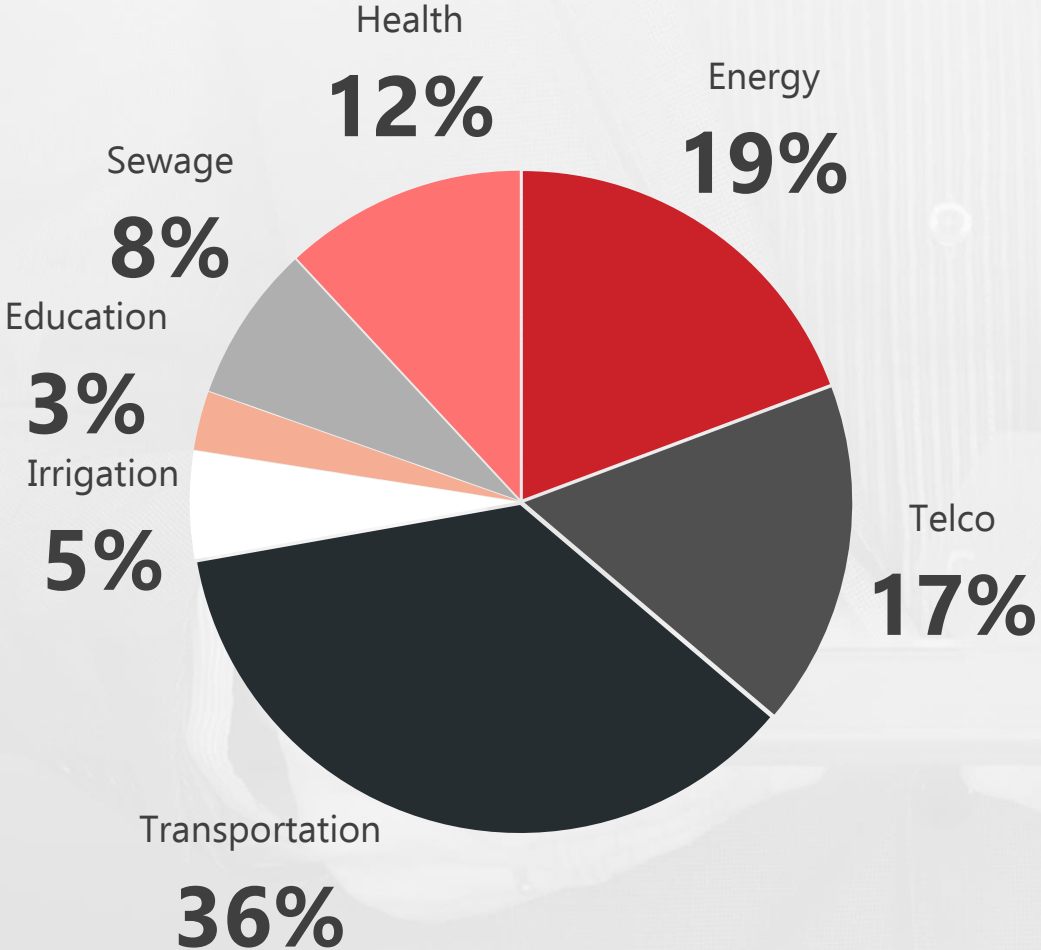


■ EBITDA

◆ EBITDA Margin



# Infrastructure Gap for the 2016-2025 period: US\$ 160 billion



**90%** of roads outside of the large national network are still **unpaved**



**Only 15** hospital beds for every 10 thousand people (WHO recommends 27)



**Only 40% of schools** have access to basic services (water, electricity, sewage)

# Reconstruction with changes will bring significant infrastructure investment

**COUNTRY LEVEL**  
S/. 25,655 MM

NORTH  
S/ 18,956 MM

Infraestructure 14,726  
Prevention 4,230



Execution  
as of Mar-21  
30%



**MINISTERIAL  
level**  
72.3%



**REGIONAL  
Government**  
22.8%



**LOCAL  
Government**  
4.8%



SECTORS	S/. MM
Highways and roads	7,143
Bridges	616
Housing	939
Healthcare	981
Education	2,265
Agriculture	1,114
Sewage	1,668

# Government to government agreement will accelerate execution

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S/ 7  
Billion  
SOLES



Between  
2020  
and  
2022





# PROJECTS INCLUDED

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**Hospitals**



**Schools**



**River bank defense**

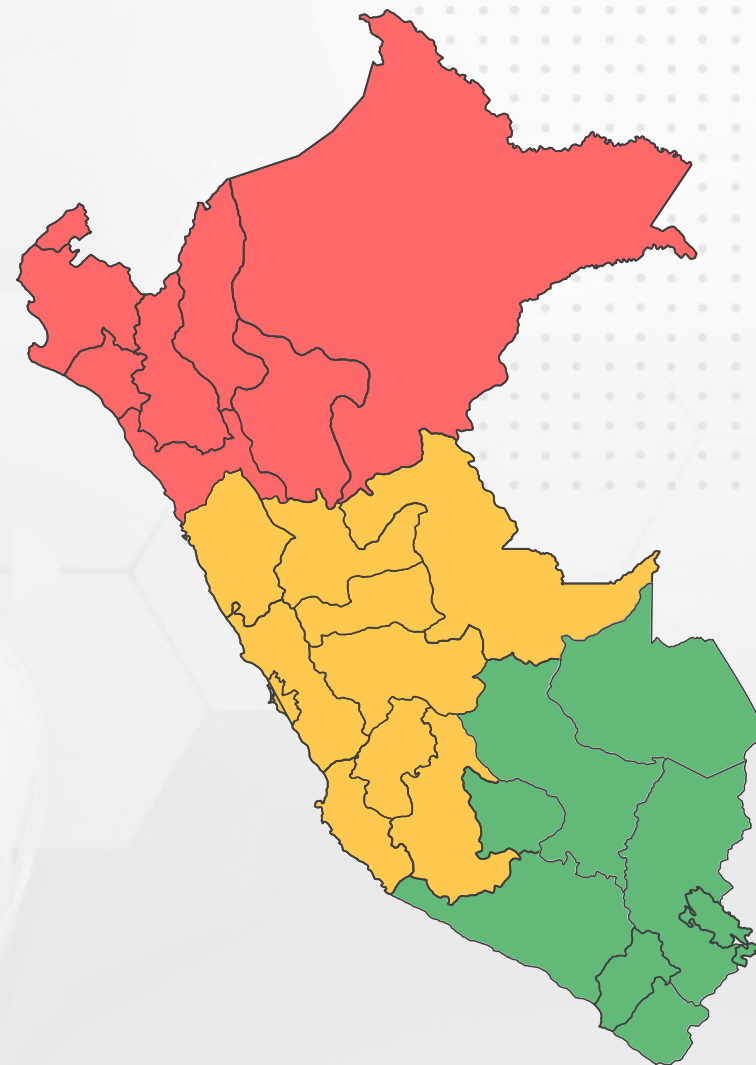


This government-to-government agreements have already been used very successfully for the construction of the infrastructure required for the Panamerican Games in 2019.

# 1 MARKET OVERVIEW

# Peruvian Cement Market-Cement Shipments ('000 MT)

We are the **leading player** in the Peruvian Northern Region



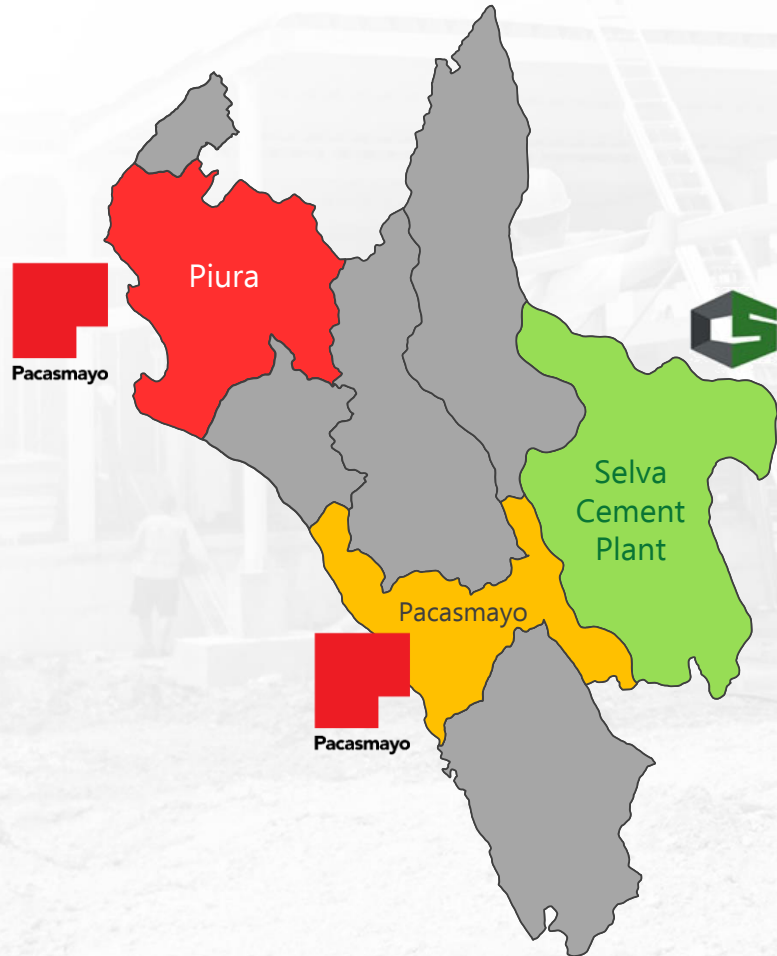
	Plant	2018	2019	2020	2021	Feb-22 LTM	% Share
✓ Northern Region	Pacasmayo	2,364	2,615	2,576	3,625	3,559	24.3%
	Imports	32	13	38	62	66	0.5%
	<b>Total</b>	<b>2,396</b>	<b>2,628</b>	<b>2,614</b>	<b>3,688</b>	<b>3,625</b>	<b>24.8%</b>
✓ Central Region	UNACEM	5,058	5,316	4,172	5,838	5,926	40.5%
	Caliza Inca	448	513	382	518	511	3.5%
	Imports	885	663	493	630	631	4.3%
	<b>Total</b>	<b>5,876</b>	<b>6391</b>	<b>6492</b>	<b>5047</b>	<b>6,707</b>	<b>48.3%</b>
✓ Southern Region	Yura group	2,597	2,584	2,019	2,895	2,942	20.2%
	Imports	65	98	189	181	150	0.9%
	<b>Total</b>	<b>2,660</b>	<b>2,662</b>	<b>2,682</b>	<b>2,208</b>	<b>3,004</b>	<b>21.1%</b>
	Others	895	769	732	877	840	5.8%
<b>Total Regions</b>		<b>10,879</b>	<b>11,449</b>	<b>11,802</b>	<b>9,869</b>	<b>13,402</b>	<b>100.0%</b>

# 2 COMPANY OVERVIEW

# Highly Efficient Facilities



Combined cement production capacity of 4.9 MM MT/year, and combined clinker capacity of 2.8MM MT/year.



## Utilization Rate Mar 2022 LTM

	Cement	Clinker
<b>Pacasmayo</b>	69%	59%
<b>Piura</b>	80%	96%
<b>Rioja</b>	83%	85%
<b>Total</b>	75%	72%

# Cement Dispatches vs. Capacity ('000 TM)

**Piura Plant**  
Clinker Capacity - MT:  
**1 MM**

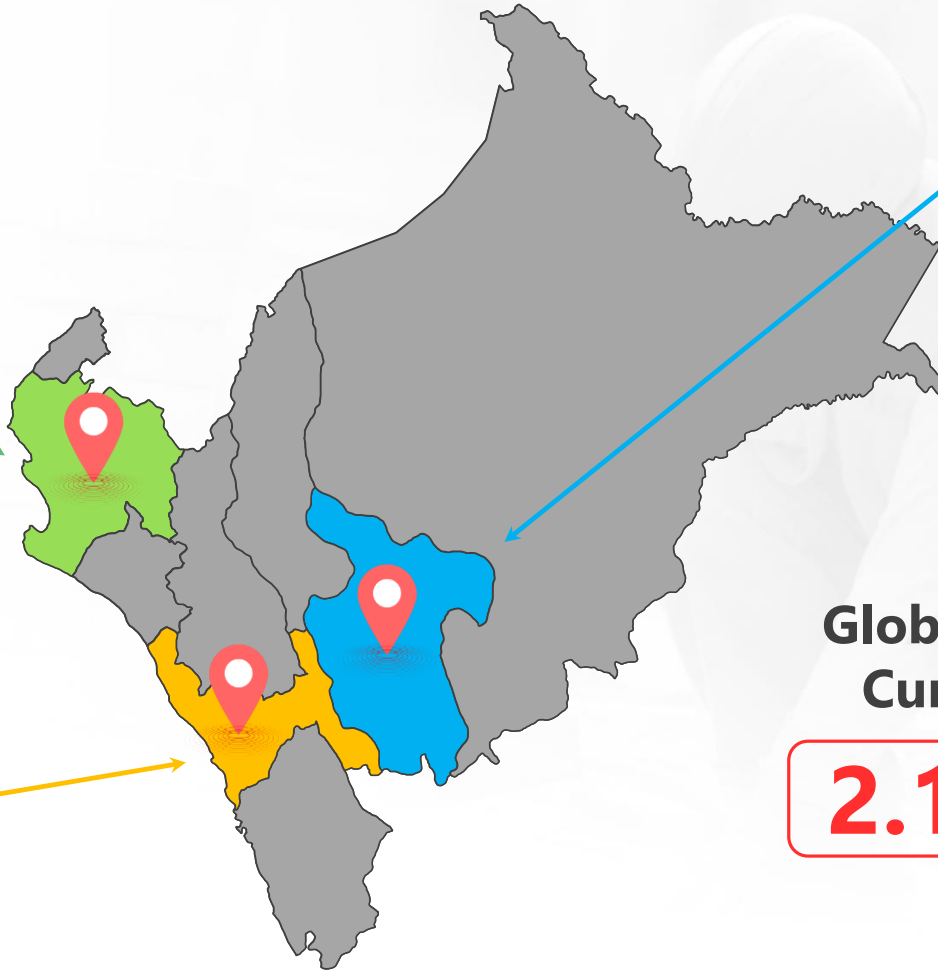
**Pacasmayo Plant**  
Clinker Capacity - MT:  
**0.9MM**

(excluding vertical kilns)

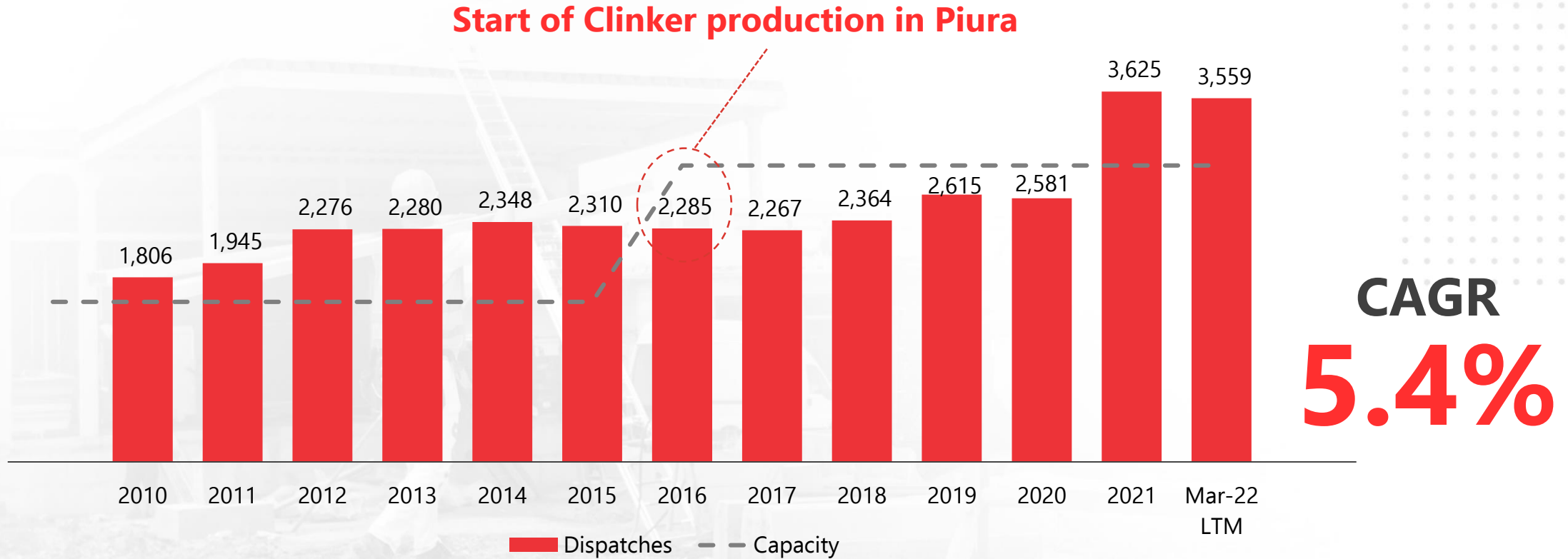
**Rioja Plant**  
Clinker Capacity - MT:  
**0.25 MM**

Global Clinker Capacity  
Currently Operating

**2.1 MM MT**



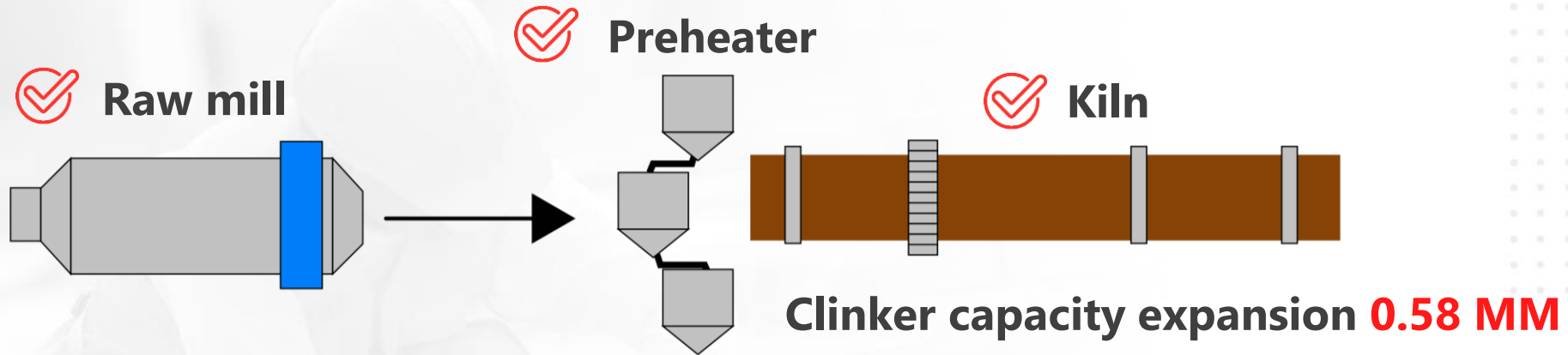
# Cement Dispatches vs. Capacity ('000 TM)



Cement production capacity with our own clinker

**2.9 MM TM**

# Optimization Plan to maximize current capacity



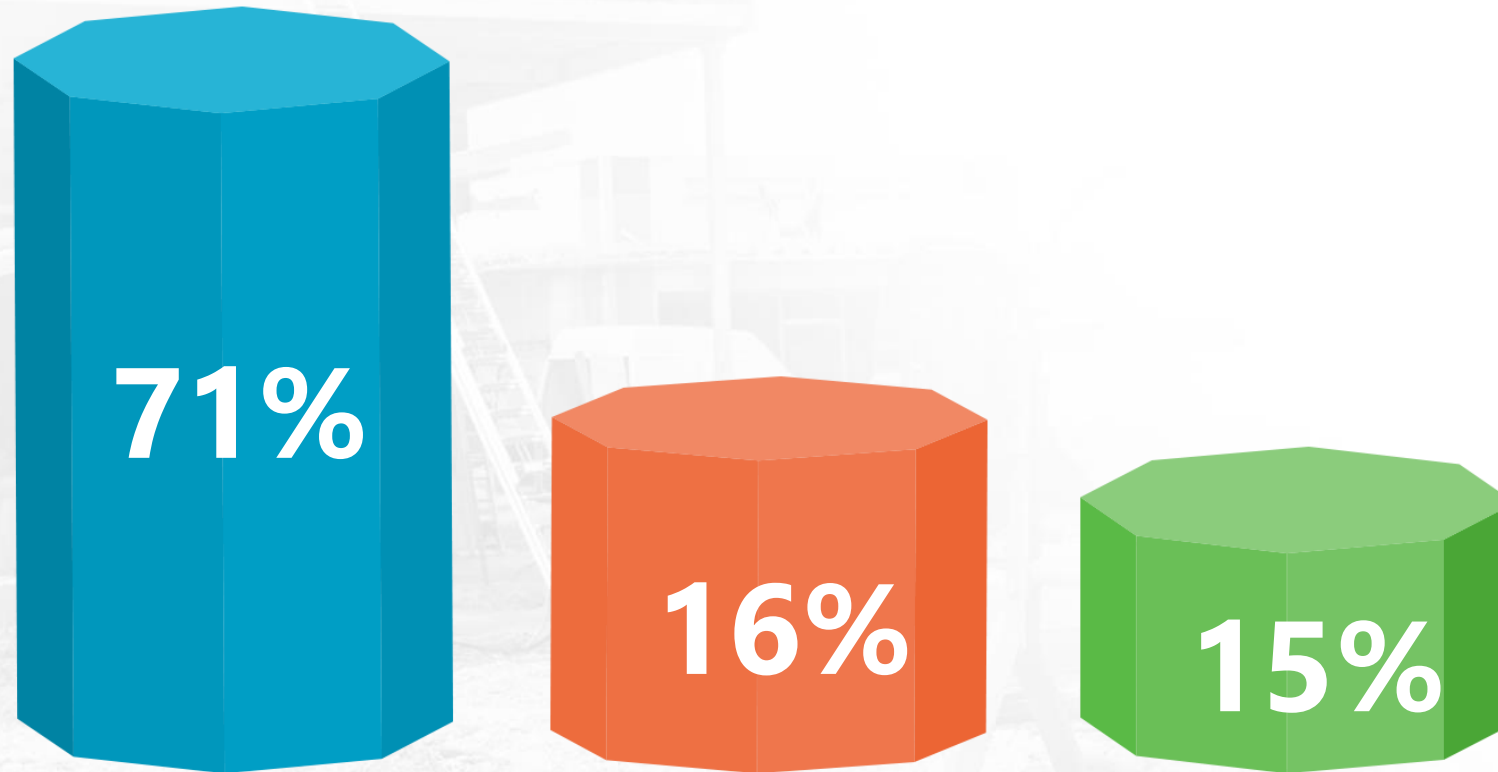
Future Capacity Expansion will maximize our current capacity

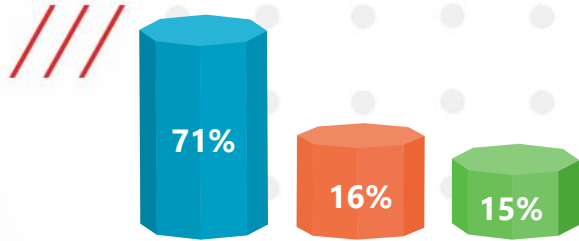
**2.7 MM** MT of Clinker, which will  
produce **3.7 MM** of cement



# Diversified Revenue Base Provides Certainty and Presents Opportunities

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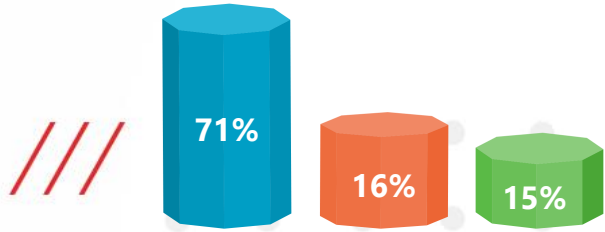


# Profile of Retail Customer

# 71%

- Socioeconomic level CDE, 25-55 years old.
- Buys close to home because of savings on transportation cost.
- Chooses brand recommended by "maestro de obra", who is the specialist.





# Profile of Infrastructure Customer

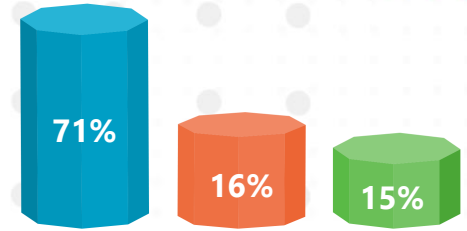
16%

- Large infrastructure projects, financed through private public partnerships.
- Public spending by local and regional governments (roads, hospitals, schools)





- Large commercial and residential developments (shopping centers, supermarkets, housing complexes)



# Private Sector

# 15%

# HIGH-QUALITY PRODUCT PORFOLIO

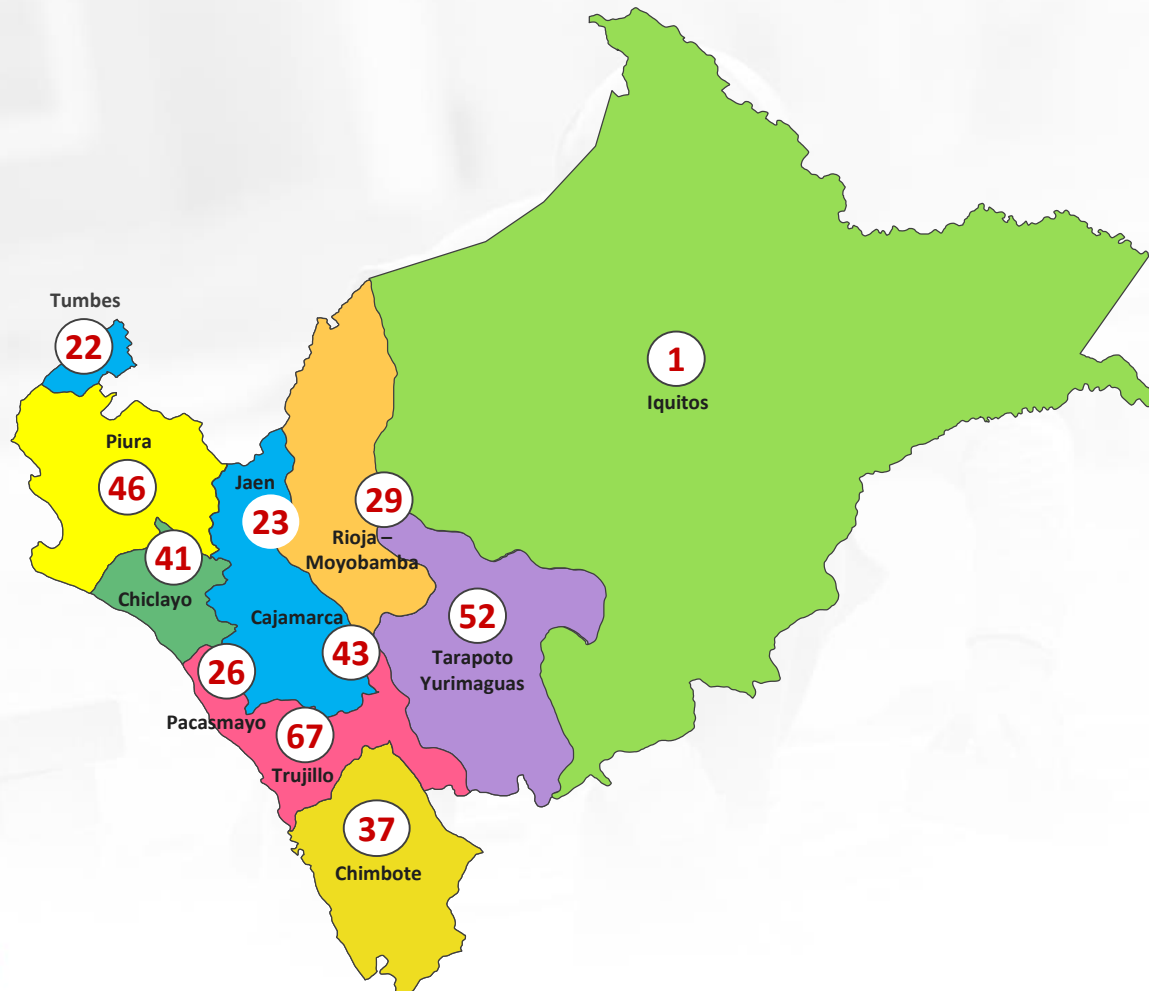




# High-Quality Product Portfolio



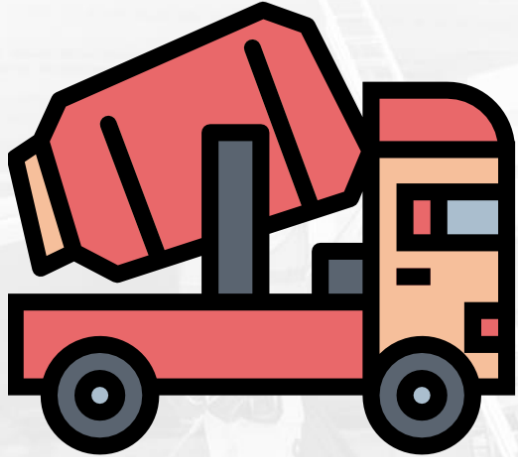
# Pacasmayo has developed one of the largest independent retail distribution networks for construction materials in Peru



✓ **Distributes** and sells cement and cement-related construction materials from Pacasmayo and third parties

✓ Consist of **240 individual retailers with 379 hardware stores** under the DINO brand which account for +70% of sales

# Pacasmayo has developed one of the largest independent retail distribution networks for construction materials in Peru



Pacasmayo **supplies the majority** of products offered in DINO stores



Development of **loyalty and incentive programs**





An aerial photograph of an industrial facility, possibly a refinery or chemical plant, with various buildings and structures. A road runs through the scene, and there are trees and greenery around the facility. The image is partially obscured by a red graphic element on the left side.

# **3** CORPORATE **GOVERNANCE**

# Highly Reputed Board of Directors

**Eduardo Hochschild  
(Chairman)**



Current Chairman of the Board of Cementos Pacasmayo and President of Hochschild Mining

**Raimundo Morales  
(Vice-Chairman)**



Former Chief Executive Officer of Banco de Credito del Peru

**Ana María  
Botella Serrano**



Current CEO of Integra Foundation and Director of Programs of Atlantic Government Institute

**Juan Francisco  
Correa**



Former Managing Director with Lazard Freres LLC at its Midwest Advisory

**Venkat  
Krishnamurthy**



Current co-founder at Alignable, North America's largest medium businesses network and the non-profit school Gita Krishnamurthy

**Humberto Nadal**



Former Chairman of Fondo Mi Vivienda and Current CEO of Cementos Pacasmayo

**Marco Antonio Zaldivar**



Former President of the Lima Stock Exchange

**Non –  
Independent  
Directors**

**Independent  
Directors**

# Board Committees

1

The **Executive Committee** is mainly responsible for supervising and supporting Pacasmayo's management. Eduardo Hochschild Beeck (President of the Committee), Members: Raimundo Morales Dasso and Humberto Nadal del Carpio.

2

The **Antitrust Best Practices Committee** is responsible for informing Pacasmayo's employees about competitions best practices and monitoring compliance with such practices including antitrust regulations. Members: Raimundo Morales Dasso, Humberto Nadal del Carpio and Eduardo Hochschild Beeck (President of the Committee).

3

The **Audit Committee** is responsible for reviewing Cementos Pacasmayo's financial statements; evaluating internal controls and procedures, and identifying deficiencies among others. Marco Antonio Zaldívar (President of the Committee), Ana María Botella Serrano and Venkat Krishnamurthy.

4

The **Corporate Governance Committee** is responsible for assisting the Board on its oversight of the Director nomination and Committee assignments, as well as the Board and CEO successions. Eduardo Hochschild Beeck (President of the Committee), Humberto Nadal del Carpio and Juan Francisco Correa Sabogal.



# Strong Corporate Governance Standards

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Since 2019 we are part of the annual Dow Jones Sustainability Index, which is made up of those companies that demonstrate superior performance to their peers under social, environmental and economic criteria. Additionally, this year we were included in S&P Global's "The Sustainability Yearbook 2022" for the second consecutive year.



To appear in the yearbook, companies must score within the top 15% of your industry and a gap no greater than 30% from the leader's score.



Member of  
**Dow Jones  
Sustainability Indices**

Powered by the S&P Global CSA



# Strong Corporate Governance Standards

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Good Corporate Governance Index – Since 2009, Pacasmayo has been selected as one of the companies that are part of the Good Corporate Government Index (IGBC), recently renamed S&P/BVL Peru General ESG. The Index is designed to track the performance of those companies committed to good corporate governance.

BOLSA DE  
VALORES  
DE LIMA **BVL**



Top Social Responsibility Award – Pacasmayo has obtained the Top Social Responsibility Award (Distintivo de Empresa Socialmente Responsable) since 2013. The award credits companies that voluntarily conduct all aspects of their business in a socially responsible manner and whose corporate culture and strategy incorporate this concept. This year, we obtained a special distinction in the ethics and integrity category.



**EMPRESA  
SOCIALMENTE  
RESPONSABLE**

# Strong Corporate Governance Standards

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In May 2018, Cementos Pacasmayo, received the certification in ISO 9001:2015, this international standard specifies the requirements for a quality management system, which under the leadership of our management helps us to provide products and services that satisfy the customer requirements and applicable legal and regulatory requirements, as well as increase customer satisfaction and continuously improve all of our processes.

In January 2019, Cementos Pacasmayo received the certification in ISO 37001:2016, this international standard specifies the requirements for an Anti-Bribery management system, which we have extended to the management of the prevention of money laundering and financial terrorism, and under the leadership of our management, we seek to prevent, detect and deal with bribery and other crimes, as well as comply with laws and voluntary commitments applicable to our activities.



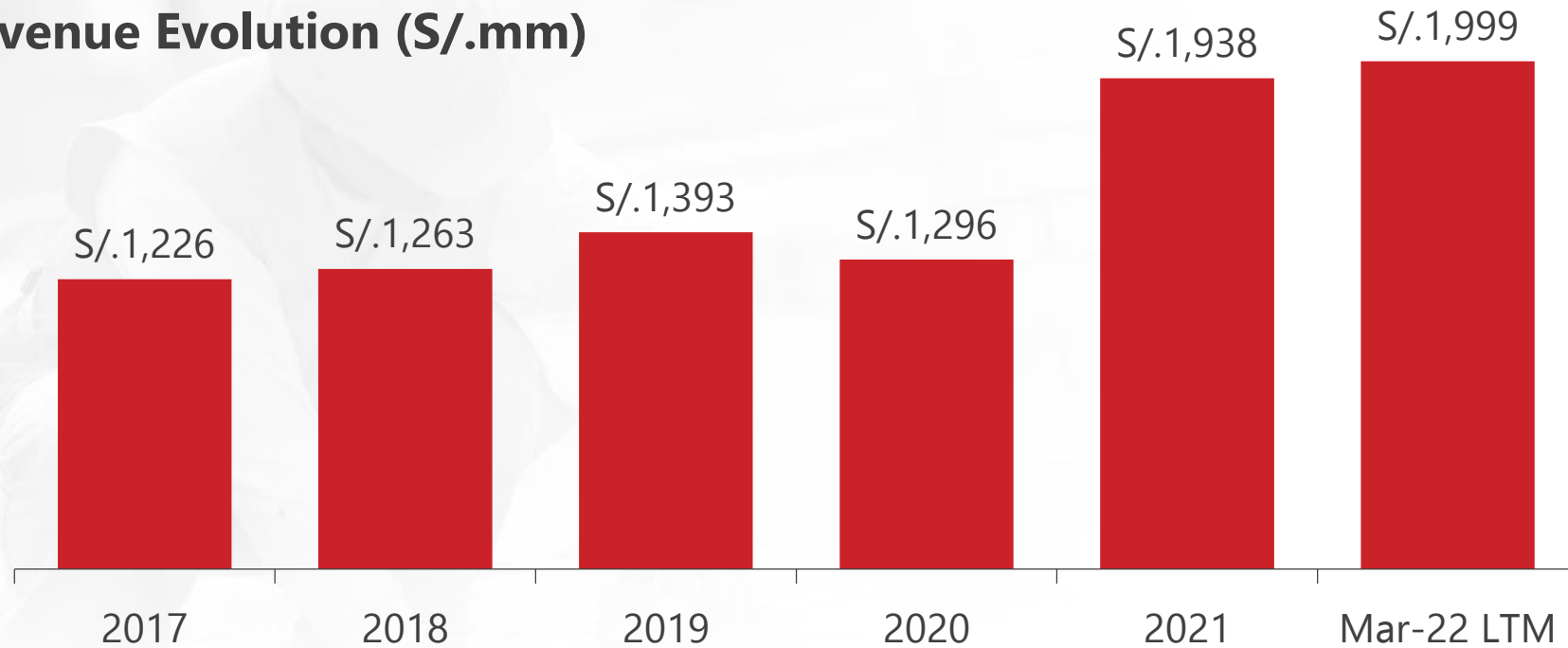
International  
Organization for  
Standardization



# 4 FINANCIAL OVERVIEW

# Track Record of Strong Financial Performance

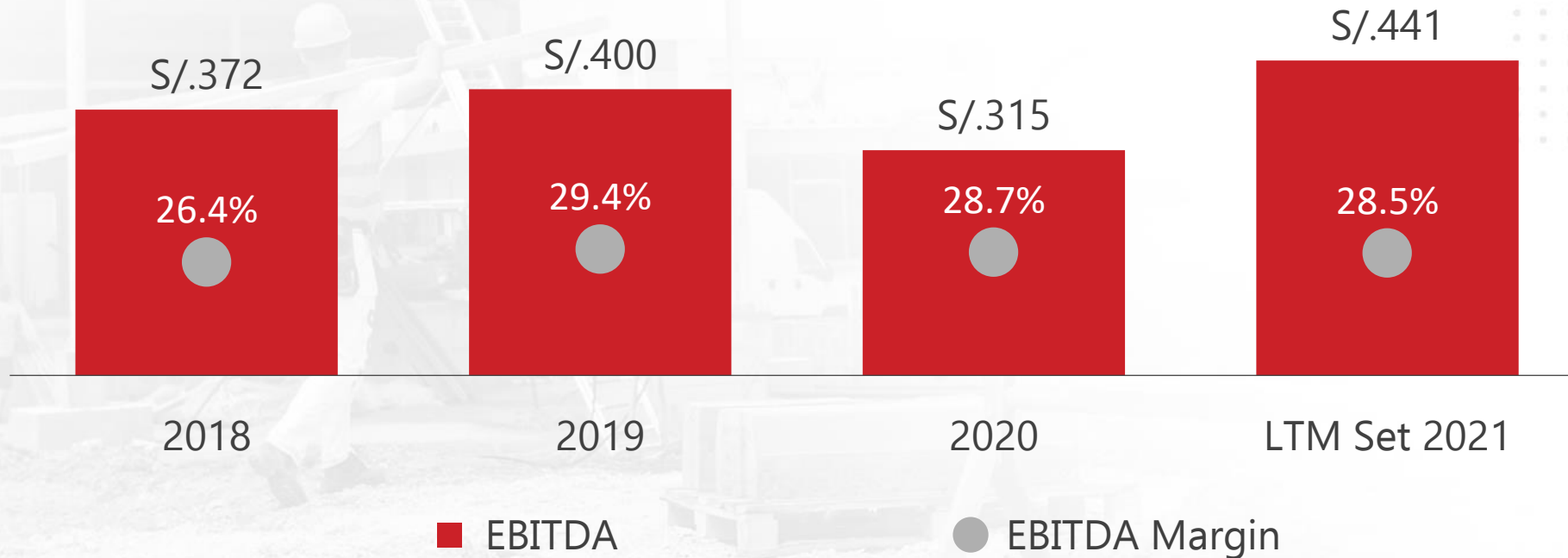
Revenue Evolution (S/.mm)





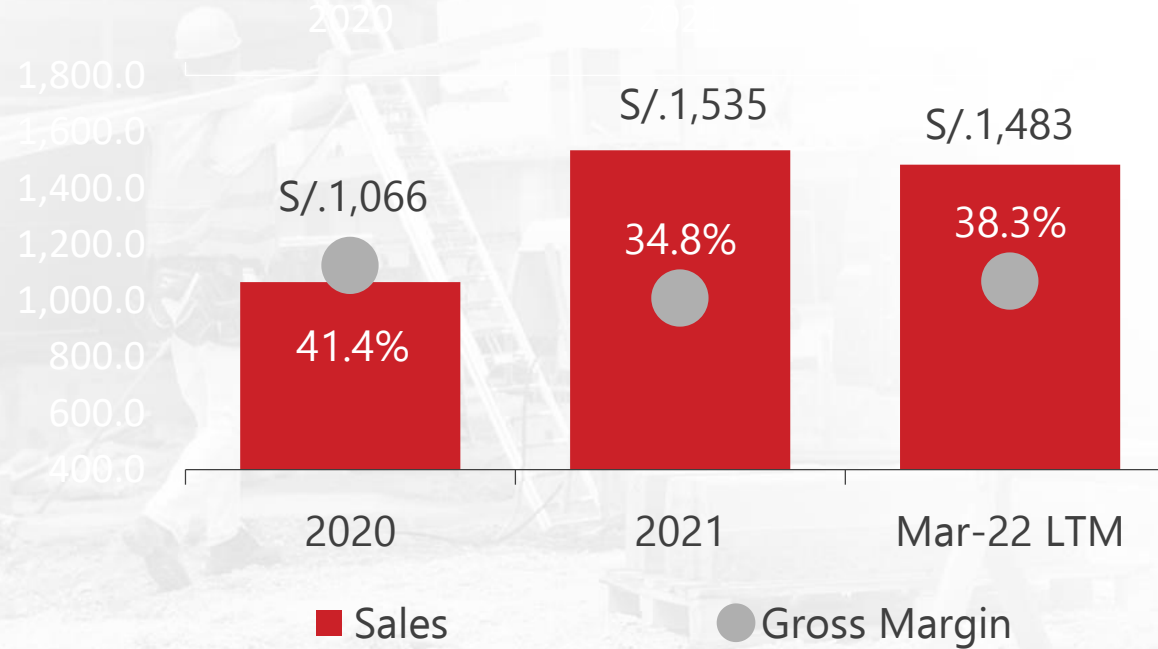
# Track Record of Strong Financial Performance

## EBITDA and Margin % Evolution



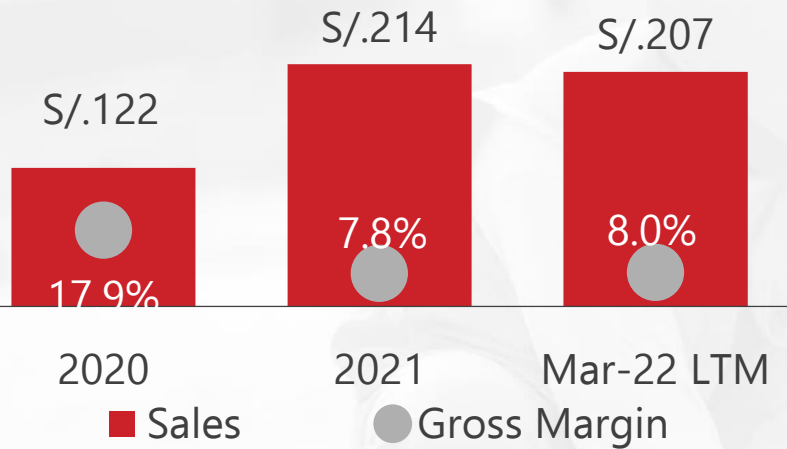
# Track Record of Strong Financial Performance

## Cement ( s/. mm)

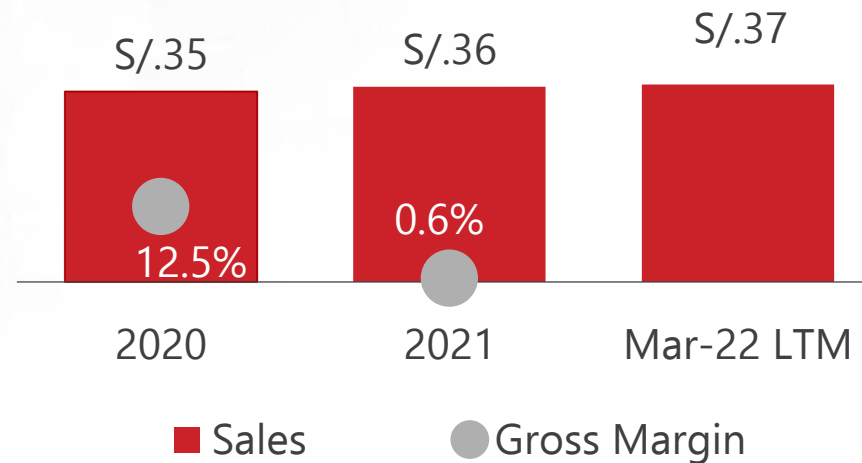


# Track Record of Strong Financial Performance

## Concrete, pavement and mortar (s/. mm)

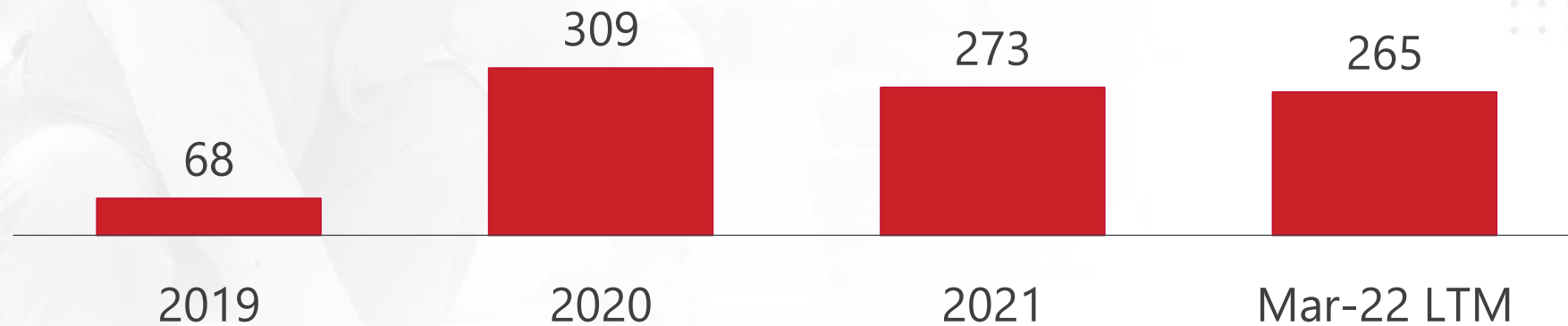


## Precast (s/. mm)



# Track Record of Strong Financial Performance

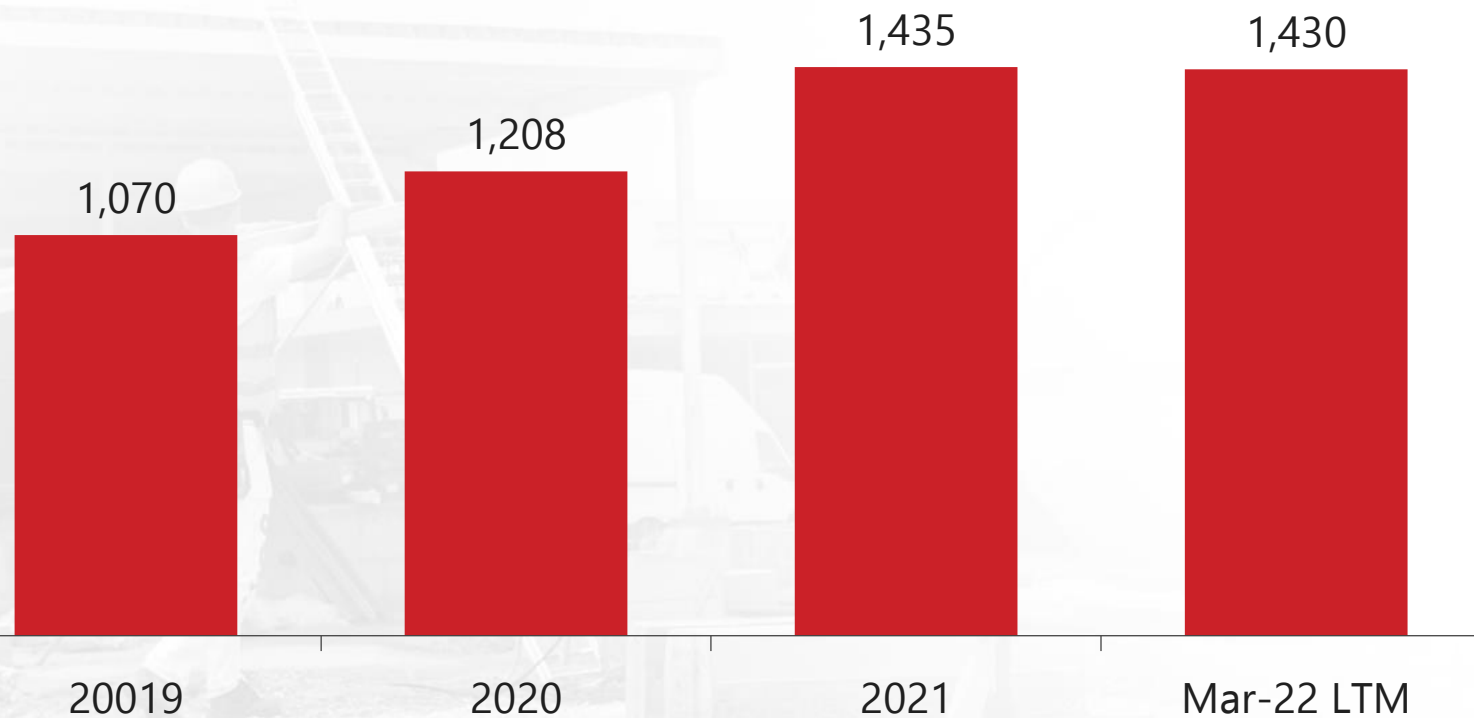
Cash and Short-Term Deposits ( s/. mm)



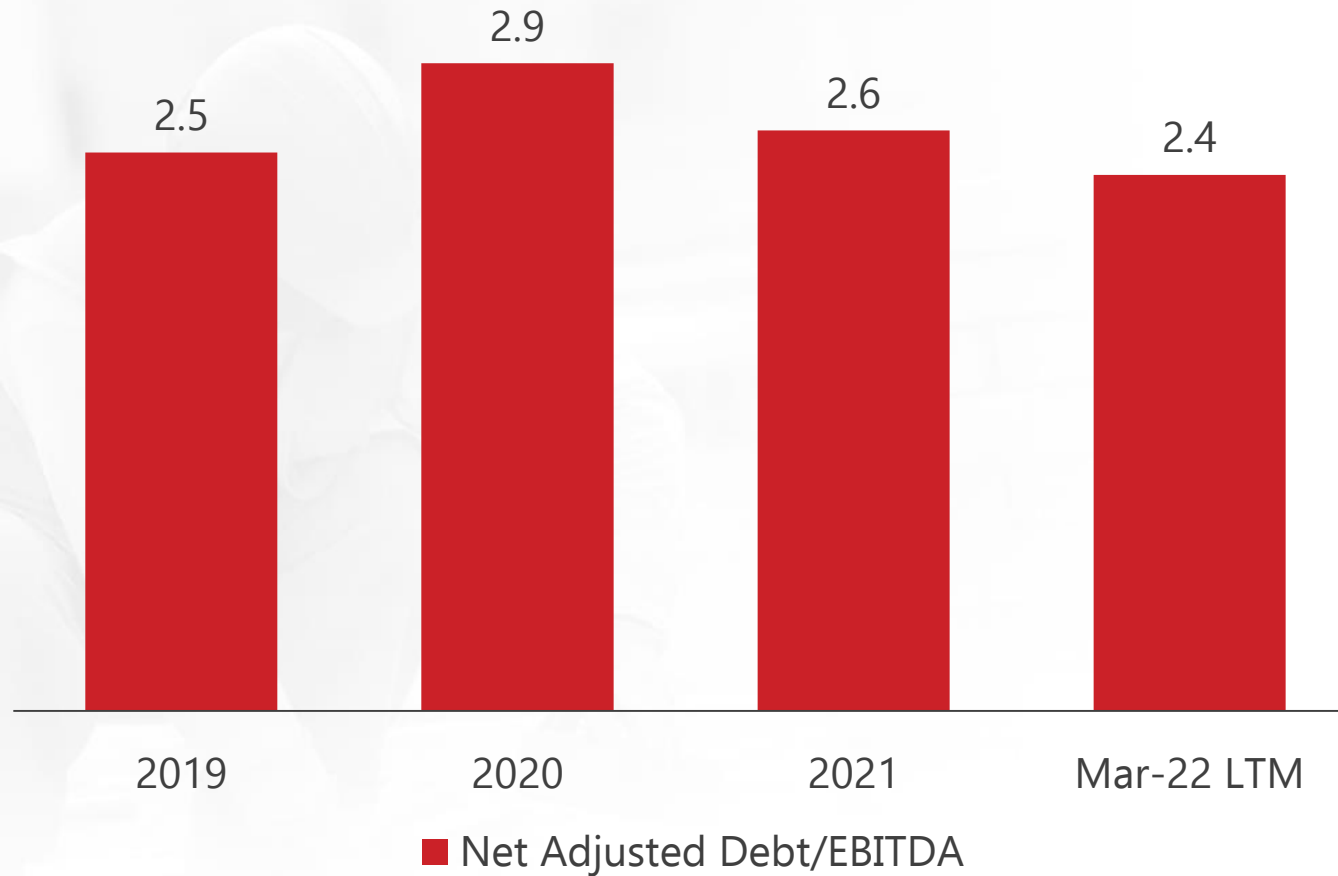


**TRACK RECORD**  
**Of strong financial performance**

# Total Adjusted Debt (s/. mm)



# Net Leverage



# Disclaimer

This presentation contains forward-looking statements that represent our beliefs, projections and predictions about future events or our future performance. Forward-looking statements can be identified by terminology such as “may,” “will,” “would,” “could,” “should,” “expect,” “intend,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue” or the negative of these terms or other similar expressions or phrases. These forward-looking statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements or industry results to differ materially from any future results, performance or achievement described in or implied by such statements. The forward-looking statements contained herein include statements about the Company’s business prospects, its ability to attract customers, its affordable platform, its expectation for revenue generation and its outlook. These statements are subject to the general risks inherent in Pacasmayo’s business. These expectations may or may not be realized. Some of these expectations may be based upon assumptions or judgments that prove to be incorrect. In addition, Pacasmayo’s business and operations involve numerous risks and uncertainties, many of which are beyond the control of Pacasmayo, which could result in Pacasmayo’ expectations not being realized or otherwise materially affect the financial condition, results of operations and cash flows of Pacasmayo. Additional information relating to the uncertainties affecting Pacasmayo’ business is contained in its filings with the Securities and Exchange Commission. The forward-looking statements are made only as of the date hereof, and Pacasmayo does not undertake any obligation to (and expressly disclaims any obligation to) update any forward-looking statements to reflect events or circumstances after the date such statements were made, or to reflect the occurrence of unanticipated events. For a descript







**THANK YOU**