

# Corporate Presentation

## 1Q24

**Pacasmayo** ■



# 1. MACRO OVERVIEW

Pacasmayo 

# About us

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



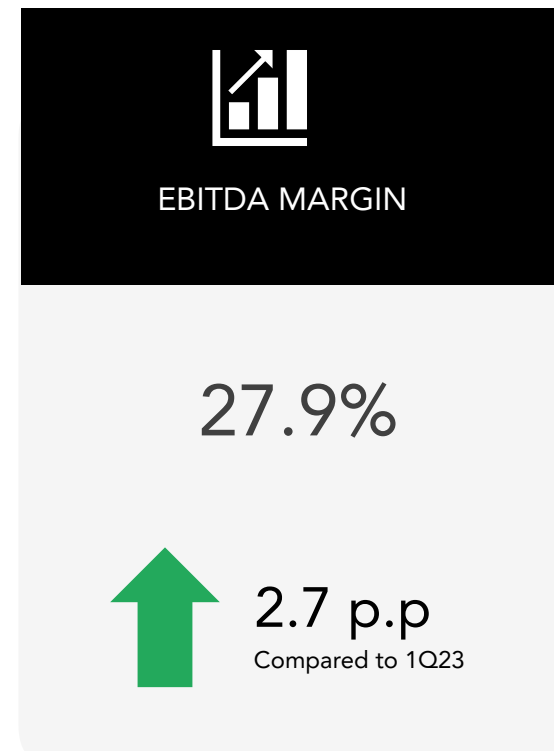
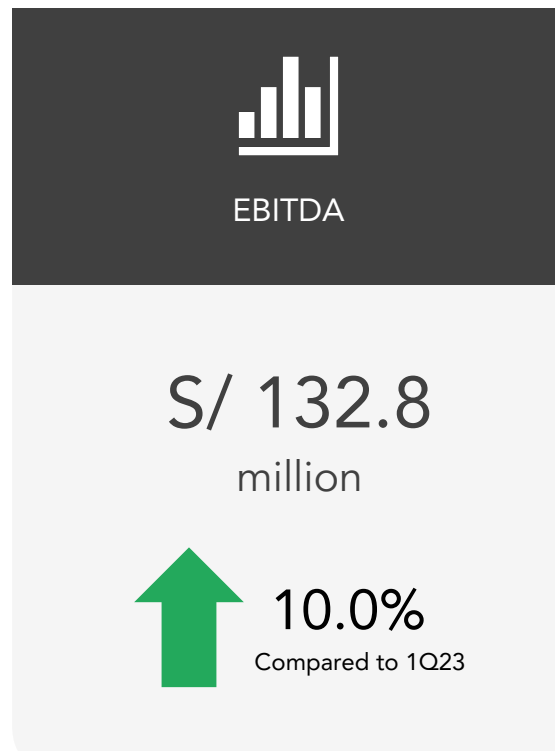
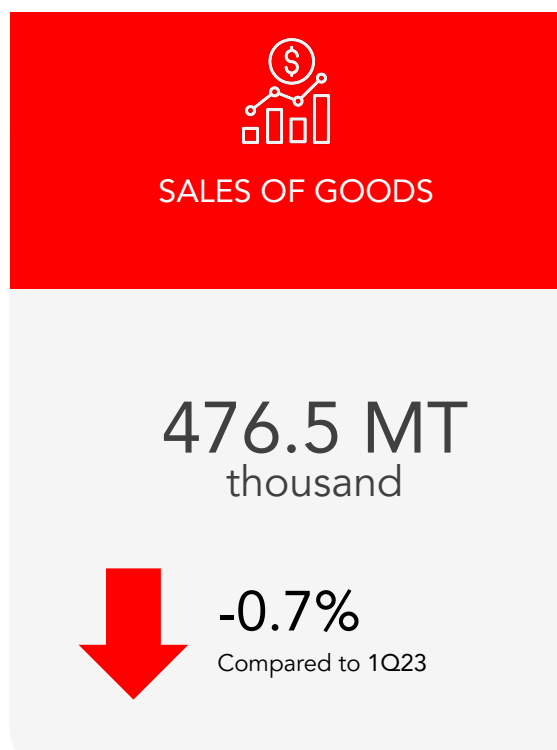
As of Mar-31 LTM, Pacasmayo's cement shipments reached **2.9 million MT**



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

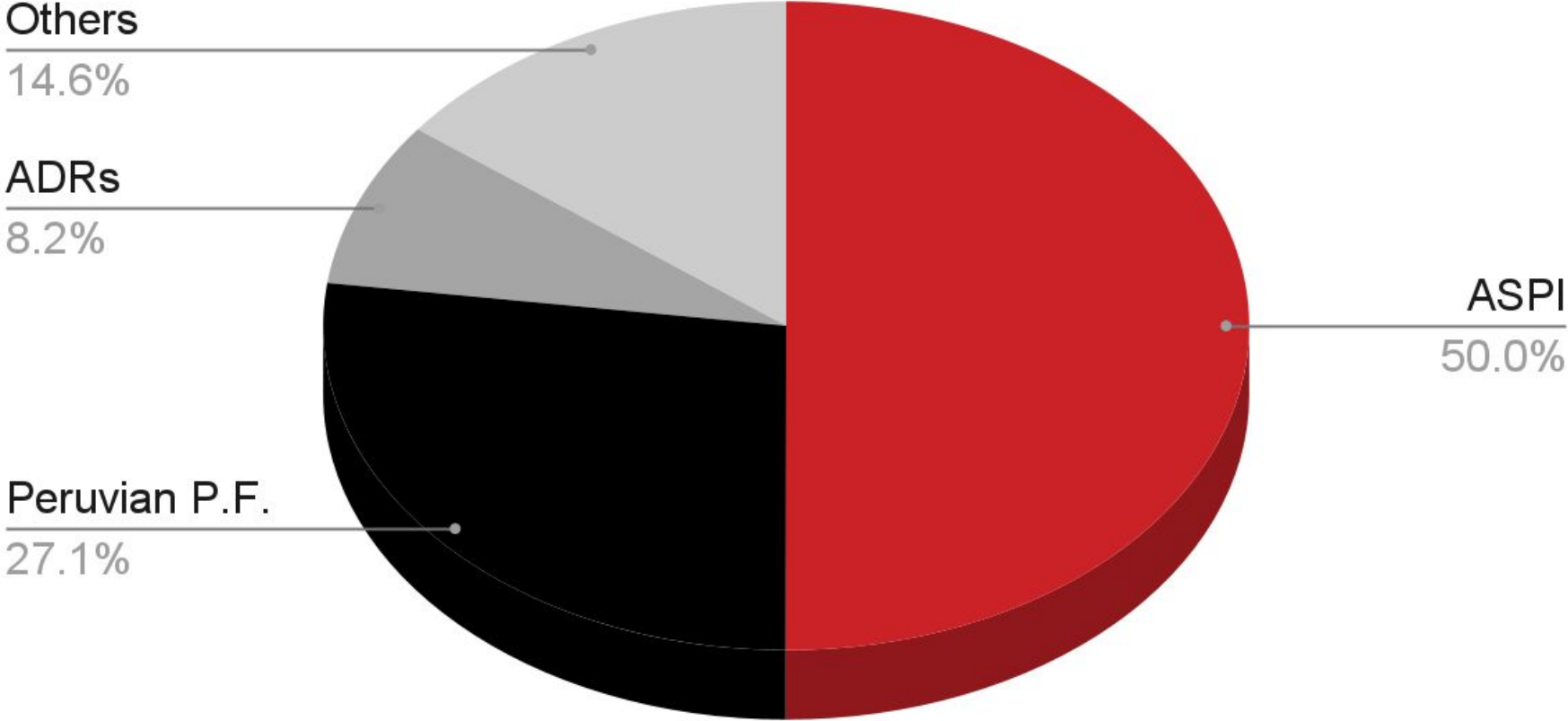


# Quarterly Highlights

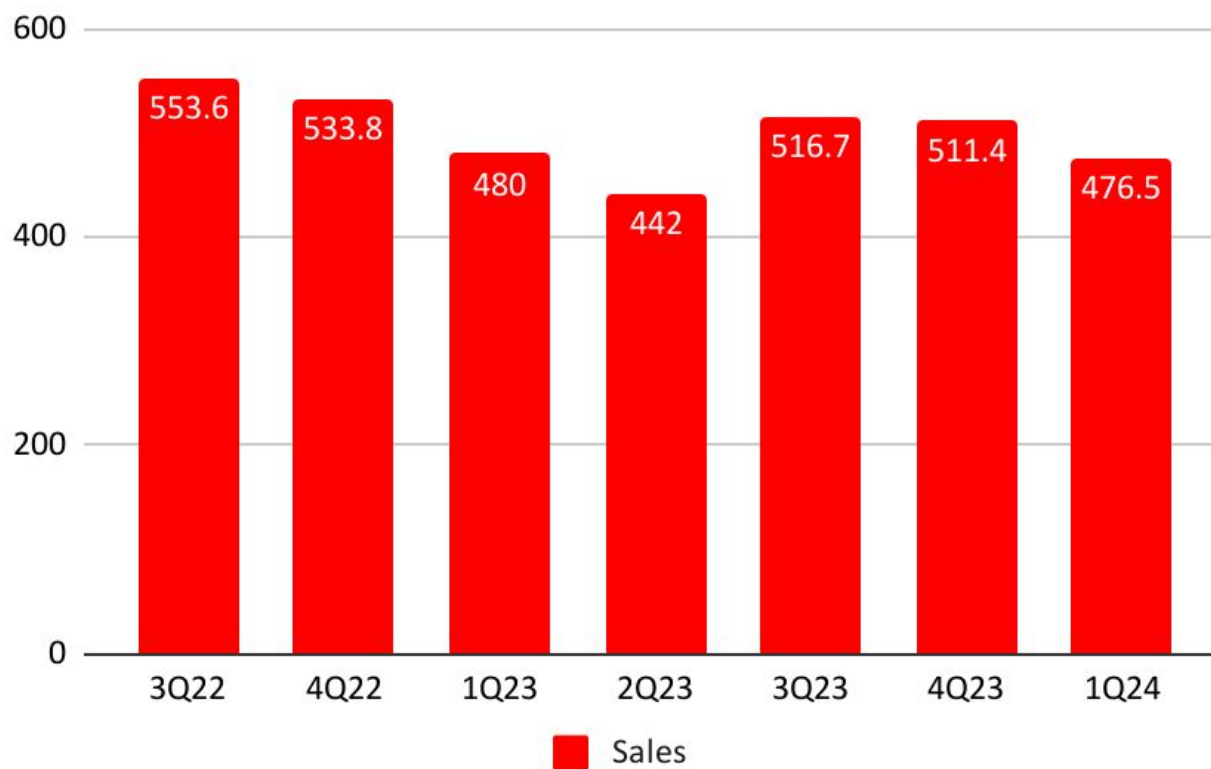




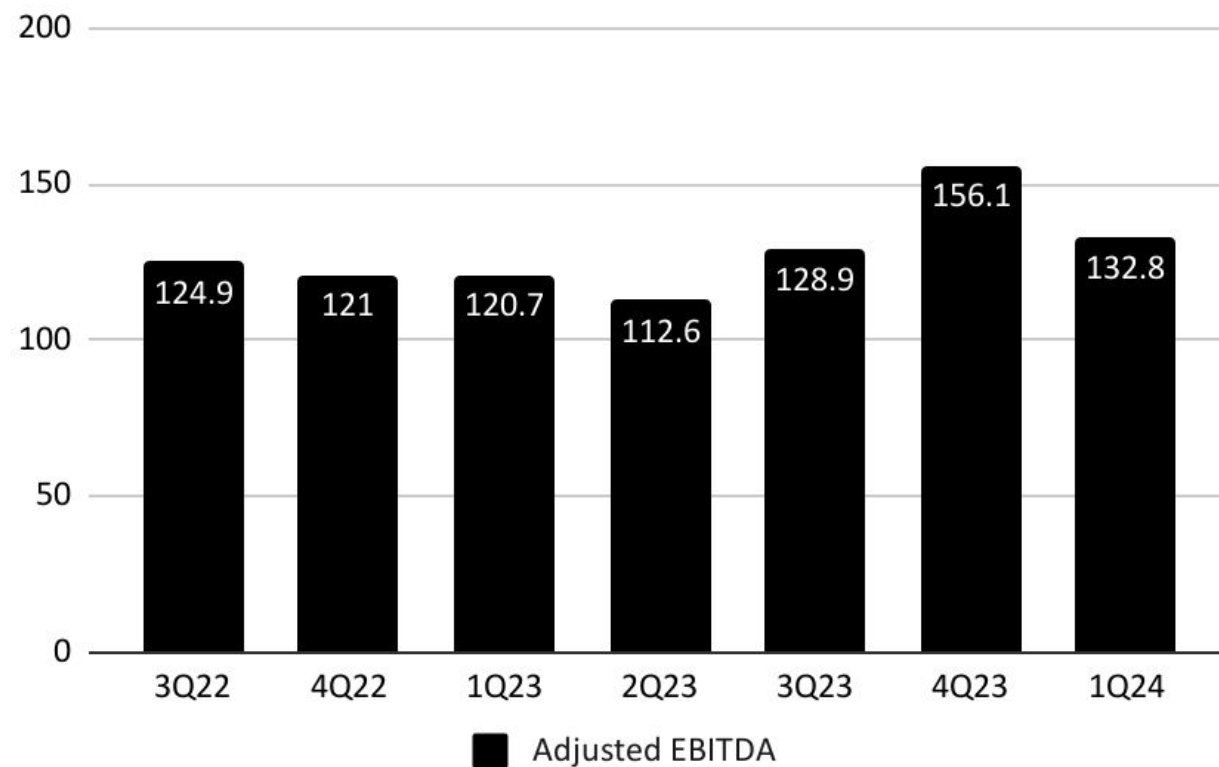
# Shareholders Structure



## Sales Evolution



## Adjusted EBITDA Evolution





# 2. MARKET OVERVIEW

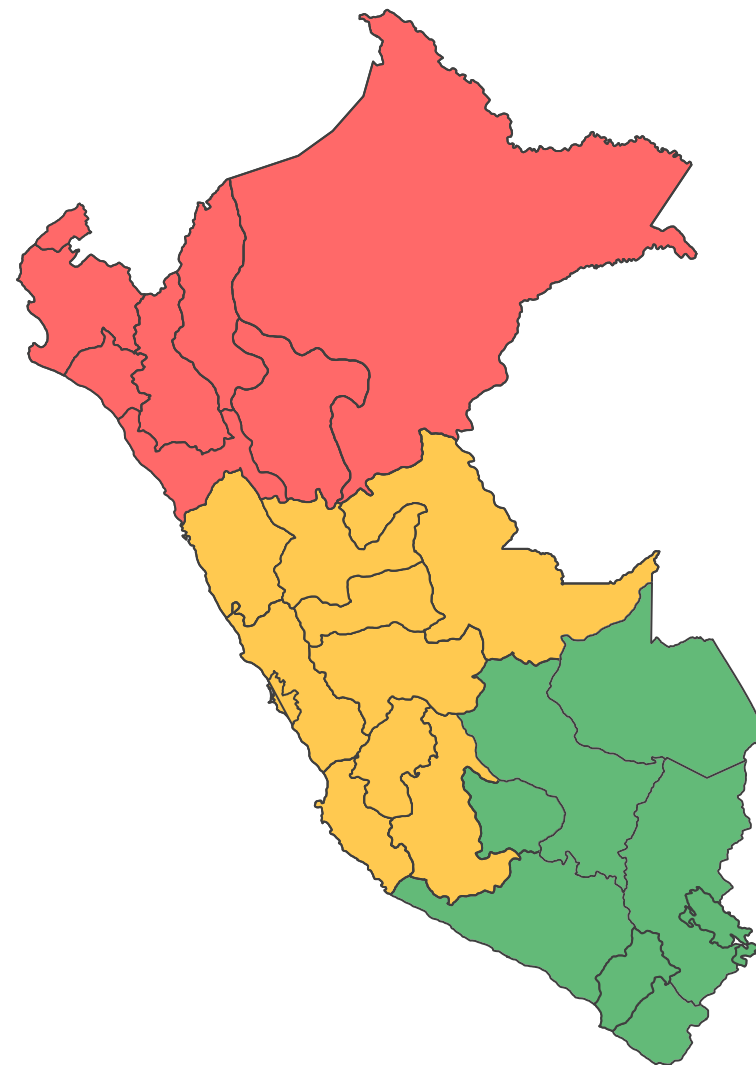
Pacasmayo 



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

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

		2020	2021	2022	2023	Feb-24 LTM	% Share
✓ Northern Region	Plant Pacasmayo	2,576	3,614	3,437	2,951	2,910	23.4%
	Imports	38	40	2	0	0	0.0%
	<b>Total</b>	<b>2,614</b>	<b>3,654</b>	<b>3,439</b>	<b>2,951</b>	<b>2,90</b>	<b>23.4%</b>
✓ Central Region	UNACEM	4,172	5,838	6,297	5,617	5,583	45.0%
	Caliza Inca	382	492	515	585	614	5.0%
	Imports	493	691	202	145	129	1.0%
	<b>Total</b>	<b>5,047</b>	<b>7,021</b>	<b>7,014</b>	<b>6,347</b>	<b>6,326</b>	<b>51.0%</b>
✓ Southern Region	Yura group	2,019	2,904	3,047	2,581	2,660	21.4%
	Imports	189	150	67	65	62	0.5%
	<b>Total</b>	<b>2,208</b>	<b>3,054</b>	<b>3,114</b>	<b>2,646</b>	<b>2,722</b>	<b>21.9%</b>
	Others	732	877	427	423	455	3.7%
	<b>Total Regions</b>	<b>10,601</b>	<b>14,606</b>	<b>13,994</b>	<b>12,367</b>	<b>12,413</b>	<b>100.0%</b>



Fuente: INEI, Aduanet



# 3. COMPANY OVERVIEW

Pacasmayo 

# Highly Efficient Facilities

Combined cement production capacity of 4.9 MM MT/year, and combined clinker production capacity of 3.08 MM MT/year.

## Pacasmayo

Cement capacity:  
1.6 MM Mt/year  
Clinker capacity:  
0.99 MM Mt/year



## Pacasmayo

Cement capacity:  
2.9 MM Mt/year  
Clinker capacity:  
1.8 MM Mt/year



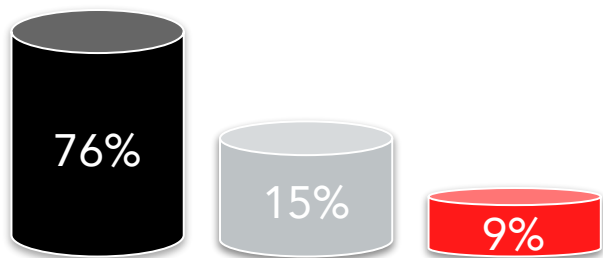
CEMENTOS SELVA

Cement capacity:  
0.4 MM Mt/year  
Clinker capacity:  
0.29 MM Mt/year

### Utilization Rate Mar 2024 LTM

	Cement	Clinker
Pacasmayo	58.6%	63.1%
Piura	58.2%	71.5%
Rioja	58.5%	67.8%
Total	58.4%	66.2%



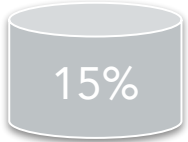
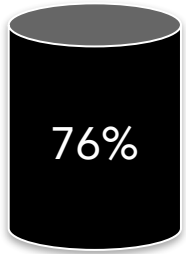


## Profile of Retail Customer

76%

- 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.

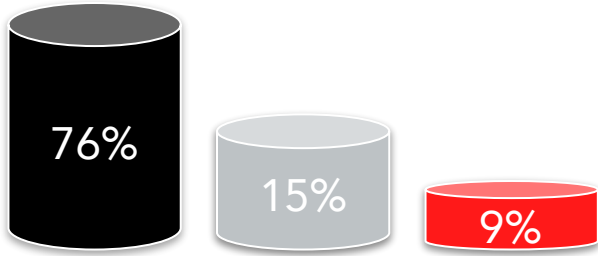




# Profile of Private Sector Customer

15%

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



## Profile of Infrastructure Customer

# 9%

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

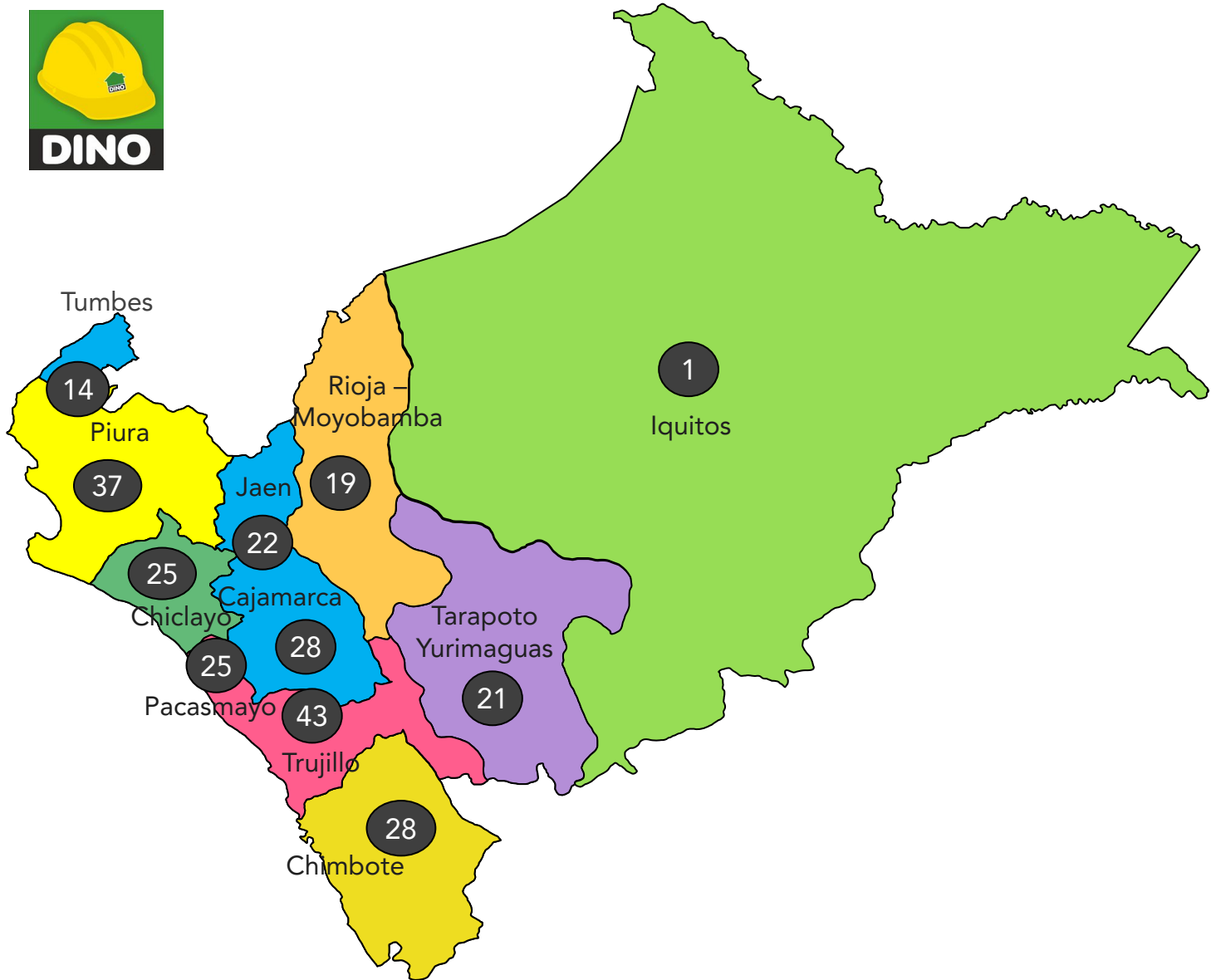




# High-Quality Product Portfolio



# Pacasmayo has developed one of the largest construction products distribution networks in the country



- Distributes and sells cement and building materials from Pacasmayo and third-parties.
- Consist of 263 stores owners and 310 points of sale under the DINO brand, representing approximately 85% of our sales.
- Development of loyalty programmes and incentives
- Pacasmayo provides the majority of the products offered by DINO





# 4. CORPORATE GOVERNANCE

Pacasmayo 



# 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

Humberto Nadal



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

Venkat Krishnamurthy



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

Ana Sofía Hochschild



Master's Student at Harvard Graduate School of Education

Esteban Chong  
León



President of the Peruvian Institute of Independent Auditors - IPAI



Non –  
Independent  
Directors



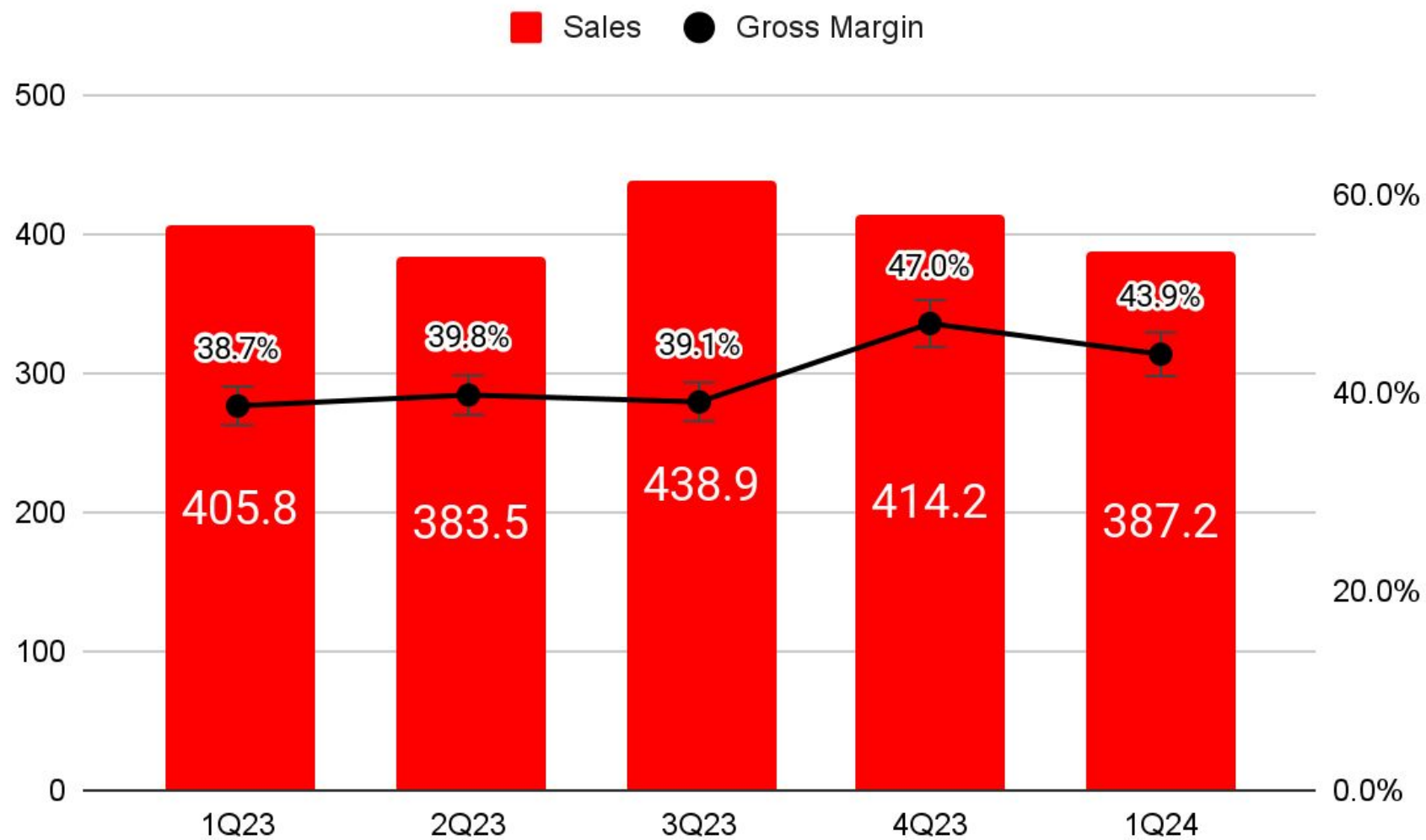
Independent  
Directors



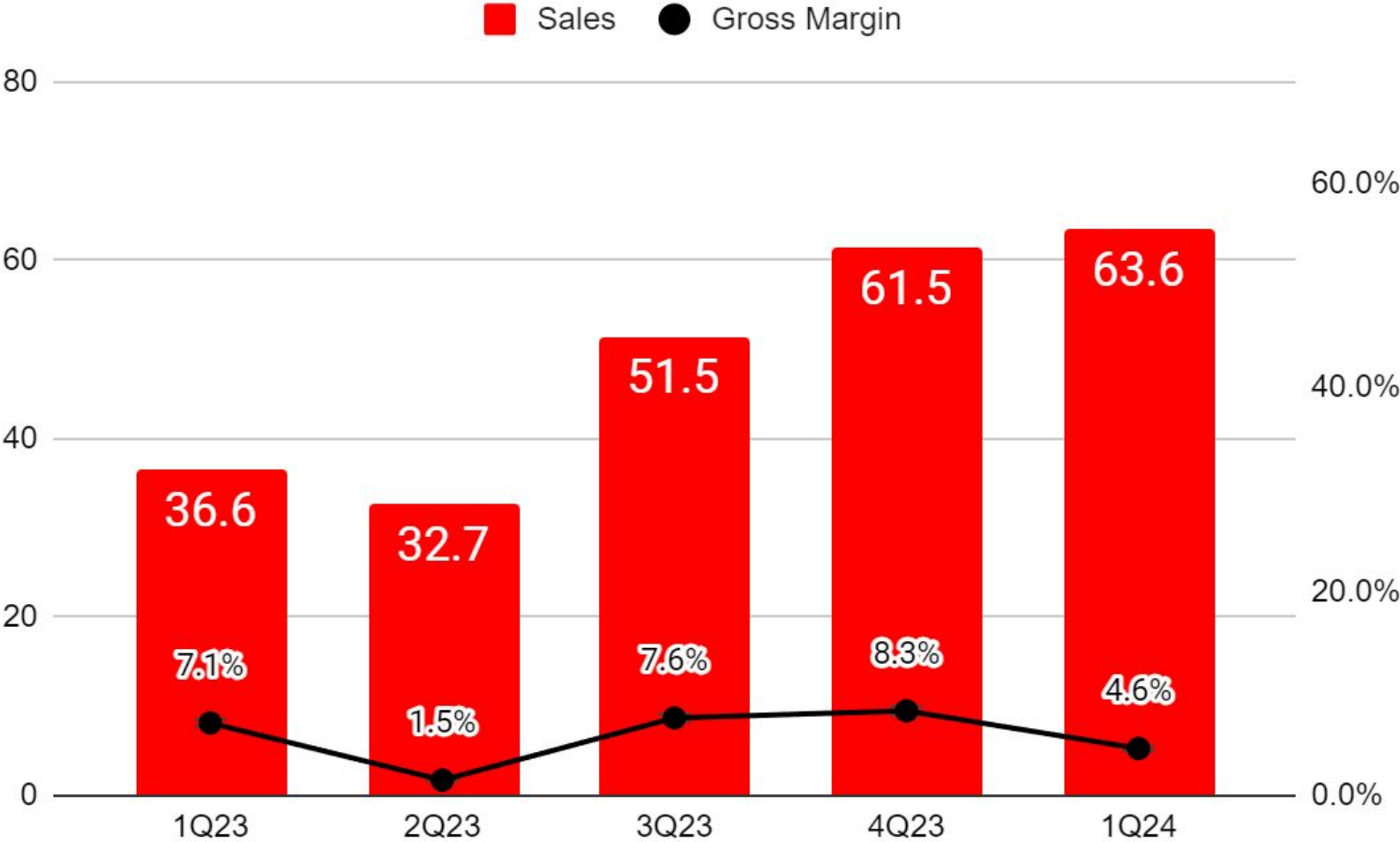
# 5. FINANCIAL OVERVIEW

Pacasmayo 

# Cement



# Concrete, pavement and mortar



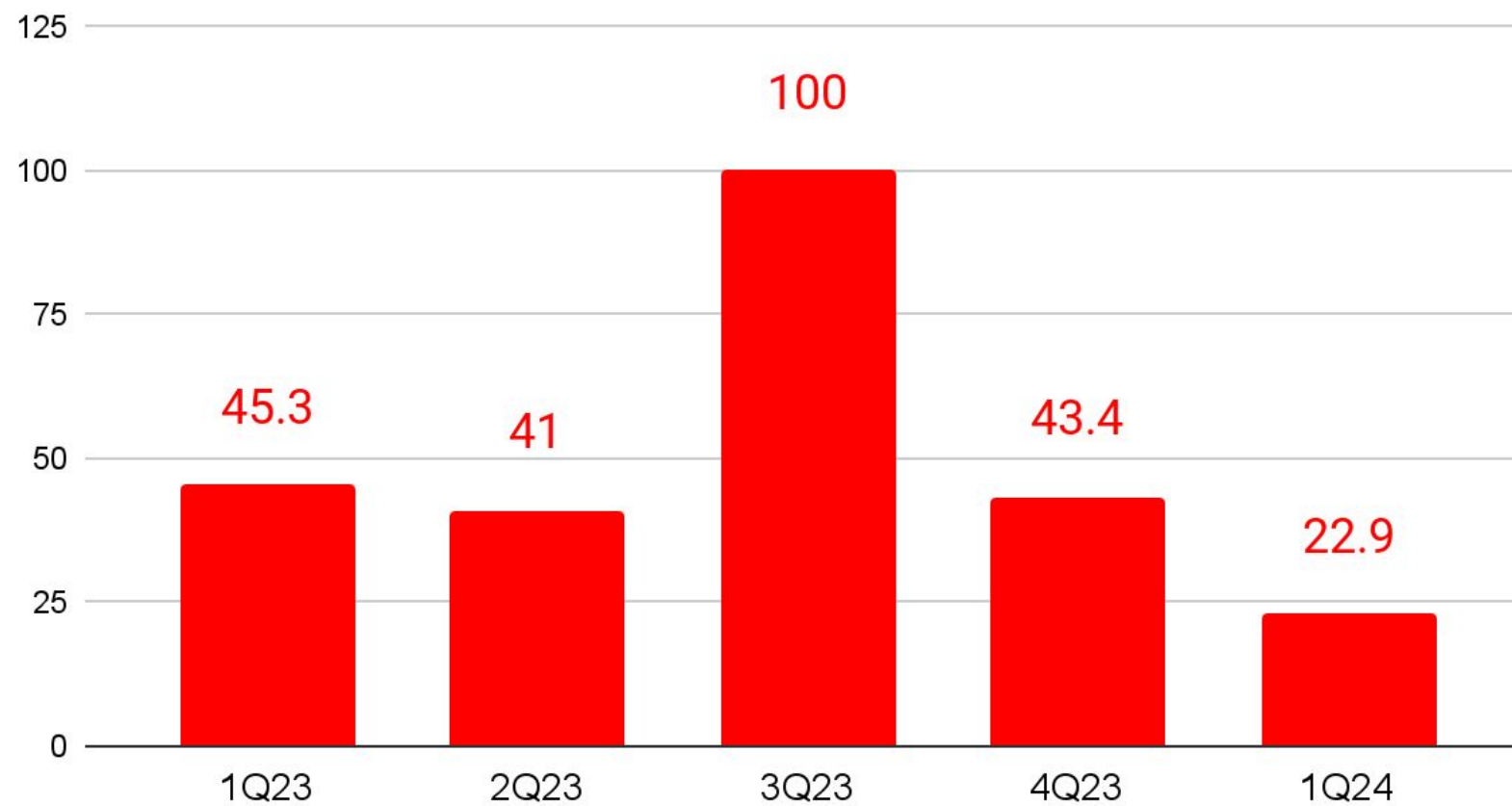


# Precast



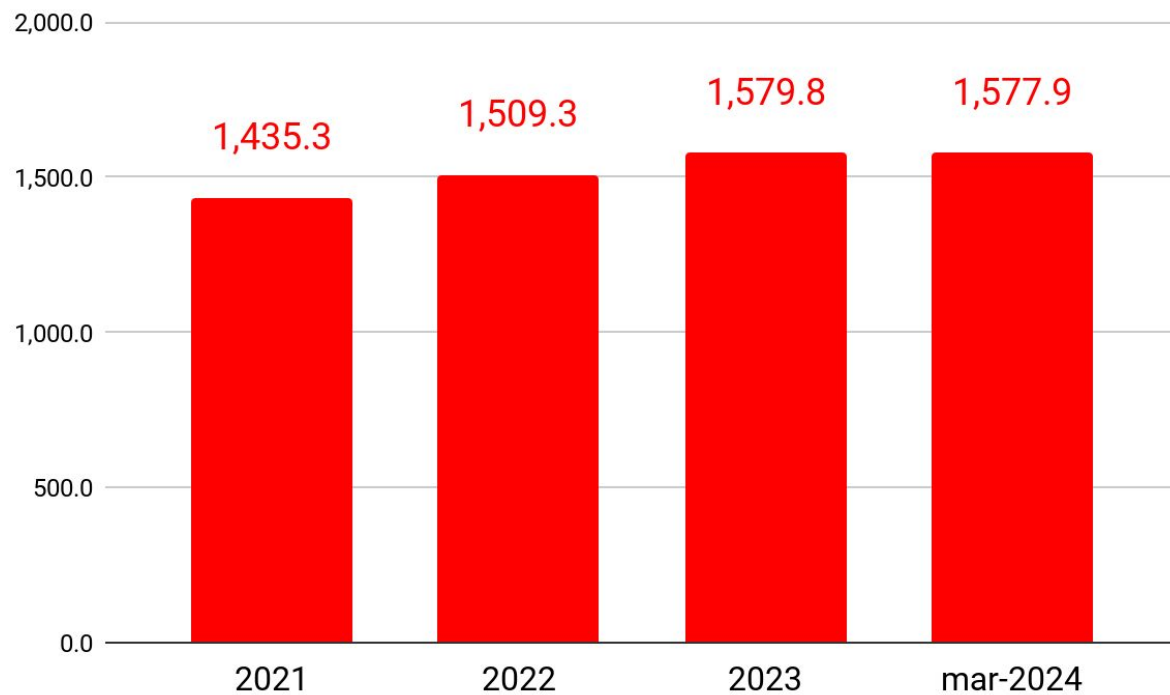
## Cash and Short-Term Deposits ( s/. mm)

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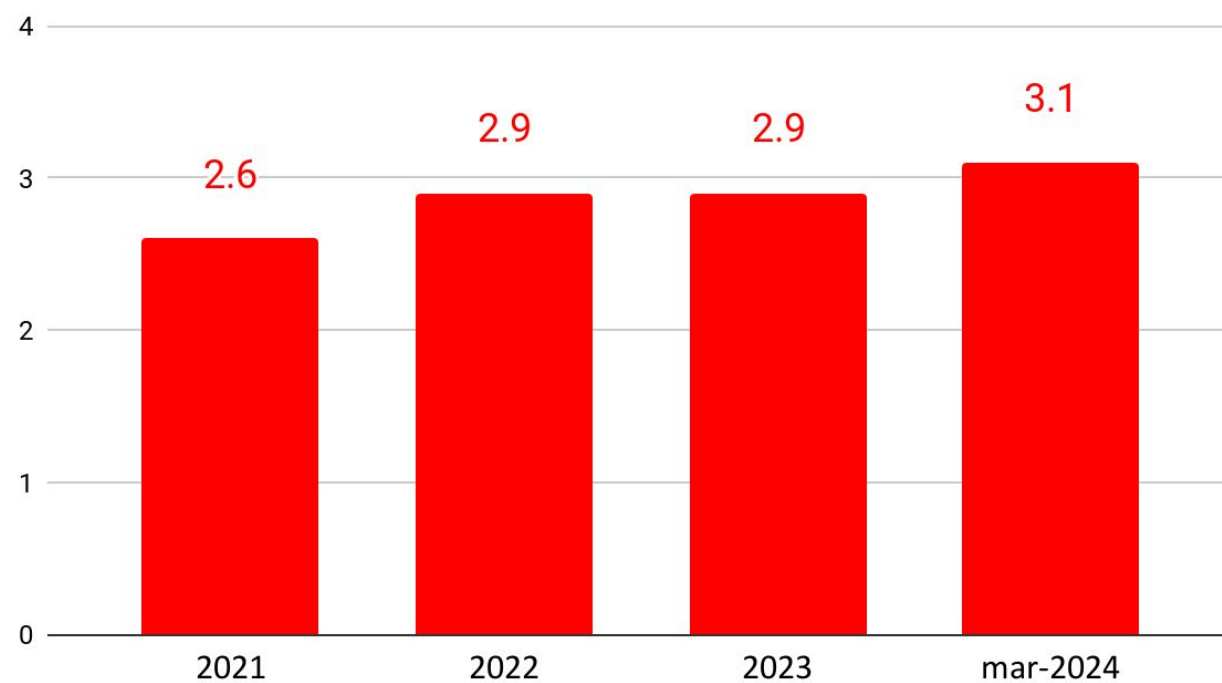


# Debt and Leverage

## Total Adjusted Debt (\$/. mm)



## Net Leverage (times EBITDA)



■ Net adjusted Debt/Adjusted EBITDA



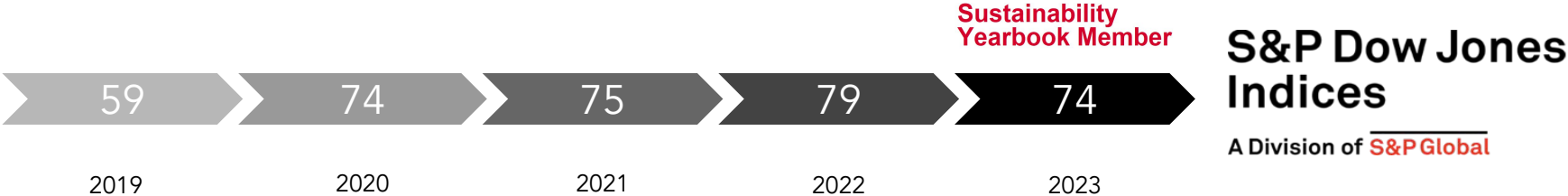
# 5. SUSTAINABILITY

Pacasmayo 



# Strong Corporate Governance Standards

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 2024" for the third consecutive year. ([Yearbook 2024](#))



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.

# Sustainable Pacasmayo

Cementos Pacasmayo's sustainability strategy aims to contribute to the three pillars of sustainability: Environmental, Social and Governance.

1. It enables sustainability to be addressed transversally throughout the organization.
1. It is associated with the company's purpose
1. Provides tangible tools and KPIs to the Sustainability Committee to monitor ESG progress and goals.

## Our sustainability strategy to 2030



# Sustainability Committee



**Javier Durand**  
Vice-president  
Legal/ General  
Counsel



**Manuel Ferreyros**  
Chief Financial  
Officer



**Diego Reyes**  
Supply Chain  
Managing Director



**Diego Arispe**  
Corporate Social  
Responsibility  
Managing Director



**Tito Inope**  
Corporate  
Excellence  
Managing  
Director.



**Marco Morales**  
Safety, Health,  
Environment  
Systems Manager



**Isabel Mendo**  
Community  
Relations Analyst  
of Social  
Responsibility  
Management



**Julio Oropeza**  
Operations  
Managing Director



**Peggy Guzmán**  
Compensation,  
Culture and EX  
Manager



**Ibrahim Chahuán**  
Building Solutions  
Managing Director



**Aldo Bertoli**  
Commercial  
Managing Director

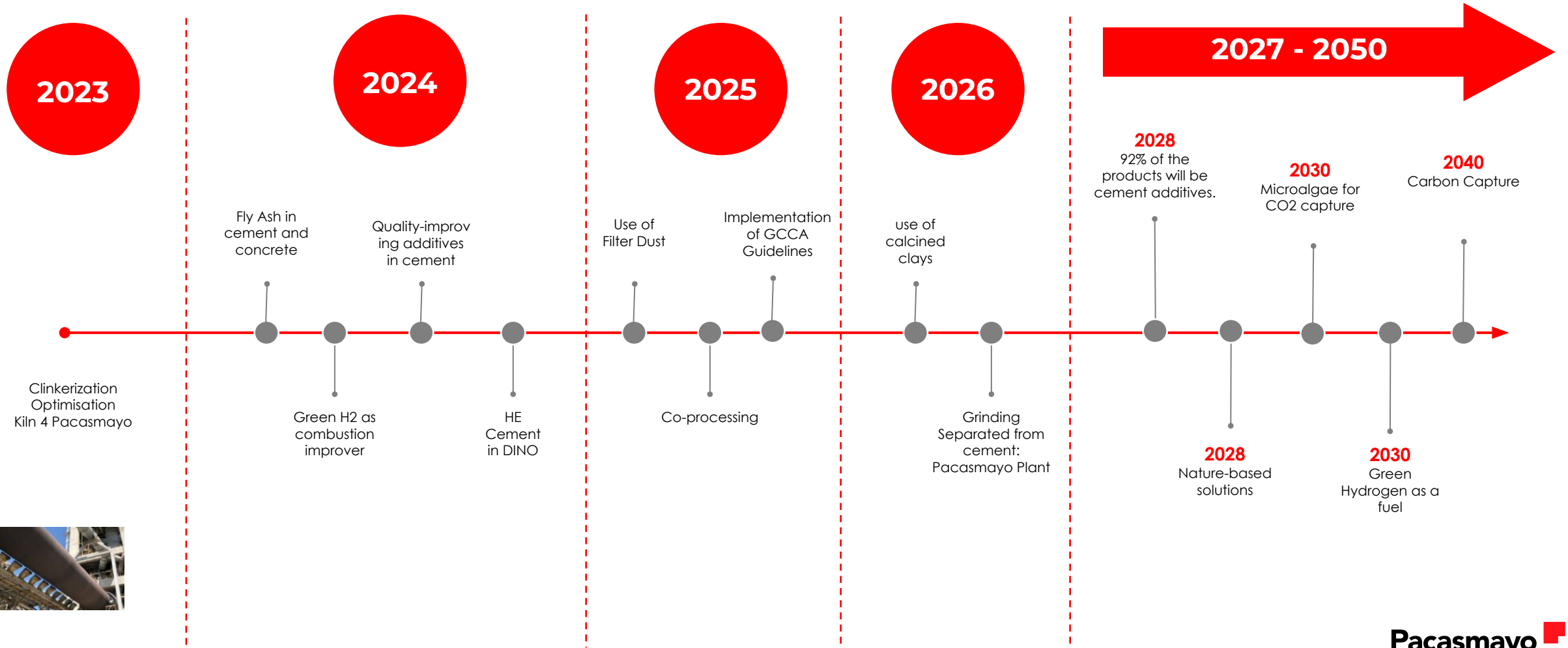


**Claudia  
Bustamante**  
Investor Relations  
and Sustainability  
Manager



**Inés Roggero**  
Gerente Central  
de Innovación y  
Transformación  
Digital

# Timeline medium-term GHG reduction initiatives





# Carbon Neutral by 2050

- Cementos Pacasmayo, being a member of the Global Cement & Concrete Association (GCCA), has been actively working to reduce its CO2 emissions in its operations and products.
- Pacasmayo received FICEM Cement's CO2 Roadmap to achieve carbon neutrality by 2050.



# 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