



**InterCement**

## 3Q21 Results Presentation



# 3Q21 Highlights

Healthy performance despite global inflation and higher energy costs; deleverage trend remained, at 2.9x



5,428 thousand tons of Cement and Clinker Volume sold (+0.7% YoY)

US\$ 492 million of Sales (+32.9% YoY)

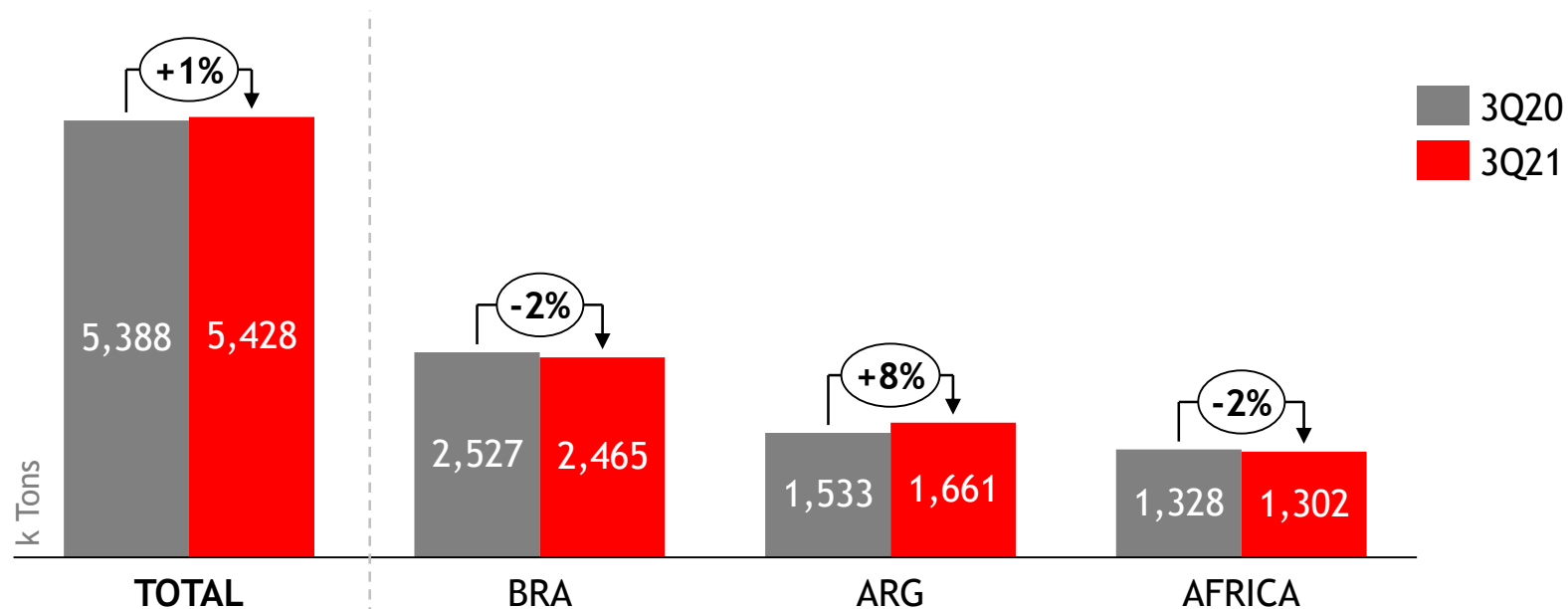
US\$ 127 million of adjusted EBITDA (+22.2% YoY)

25.9% of adjusted EBITDA Margin (-2.6 p.p. vs 3Q20)

+US\$ 128 million Operational Cash Flow; +US\$ 5 million Free Cash Flow

US\$ 1,356 million of Net Debt, leverage at 2.9x





**BRA:** Healthy level of volumes, at ~2.5Mt, helped by positive construction activity and agribusiness growing demand



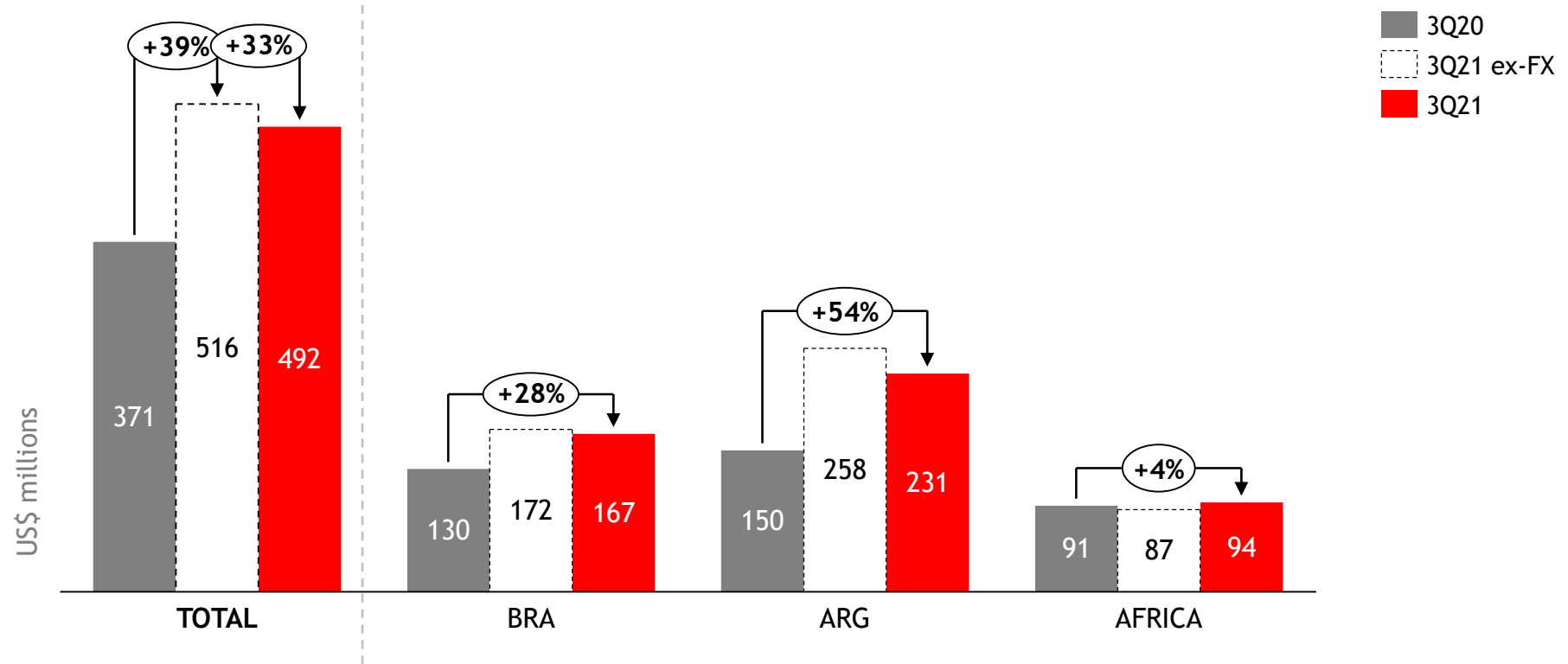
**ARG:** Loma Negra's solid performance, backed by retail strong demand and some recovery on bulk cement

**SAF:** Social unrest and some industrial constraints affected volume's performance in the quarter

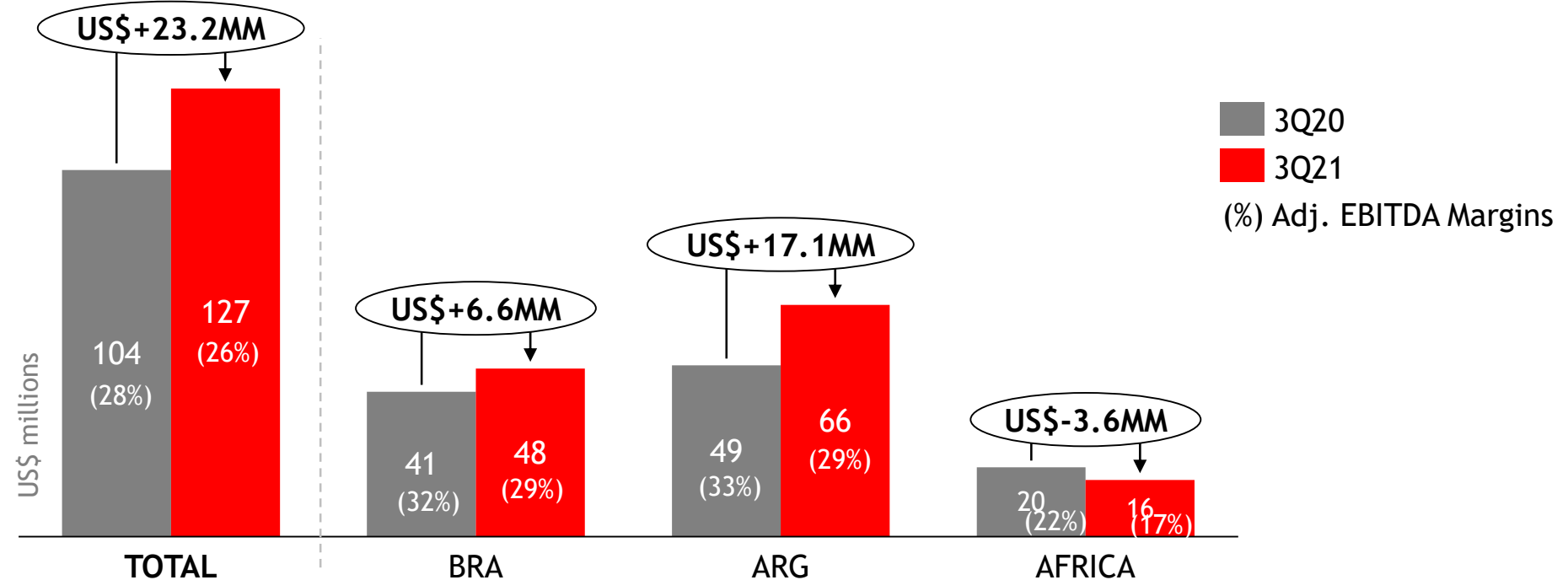
**MOZ:** Challenging competitive landscape continued to impact volumes

**EGY:** Improvements on volume led by warmer regional construction activity and production quota, in place for the industry.





- Revenues expanded by +33% YoY helped by benign pricing behavior in most of the geographies
- Improved dynamic supported by cost pass-through and more rationale competitive environment



**BRA:** Rising top line led to positive effect on EBITDA as a result of operational leverage



**ARG:** Strong top line performance offset the cost pressure

**SAF:** Small contraction on EBITDA due to lower volumes and higher energy costs

**MOZ:** Drop on volumes led to relevant decline on EBITDA

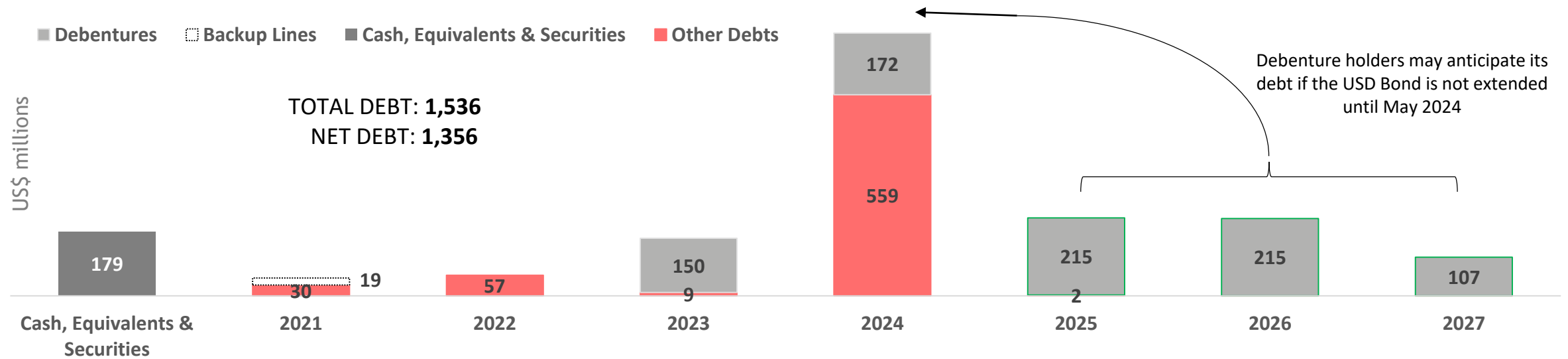
**EGY:** Prices increase and volume expansion supported a material improvement on results and margin



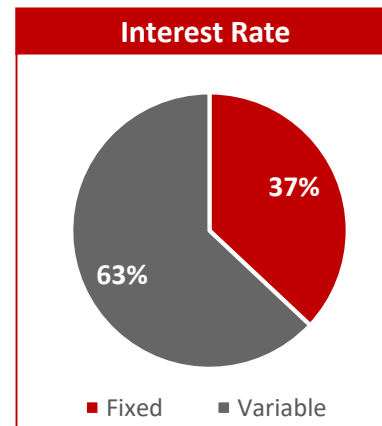
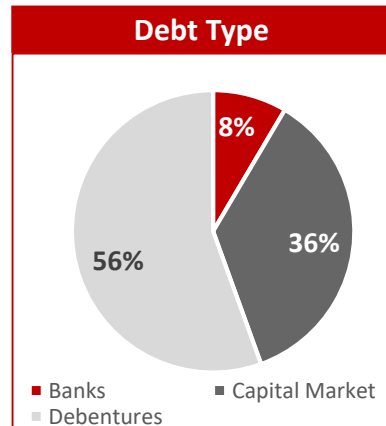
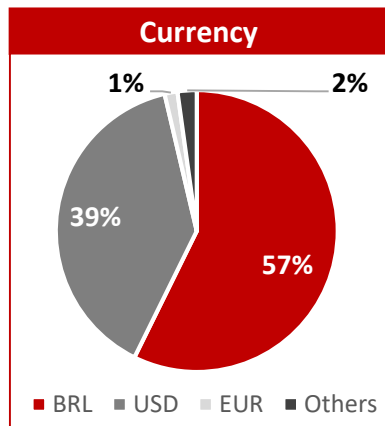
# Capital Structure

## Debt Profile and relevant events

### Debt Maturity Schedule



### Actual Debt Profile



### Subsequent Events

**Oct-21 | Bilateral Repayment and New Issue:** the Company paid a bilateral loan in the amount of US\$19.7 million (equivalent to EUR 16.5 million) and obtained a new bilateral loan with the same counterparty in the same amount due on April 29, 2022

# Cash Flow and CAPEX

Positive Free Cash Flow in the quarter



## FREE CASH FLOW GENERATION MAP

| FREE CASH FLOW GENERATION MAP                      | 3Q21       | 3Q20       | 9M21        | 9M20        |
|--|------------|------------|-------------|-------------|
| <b>Adjusted EBITDA</b>                             | <b>127</b> | <b>107</b> | <b>345</b>  | <b>238</b>  |
| Fluctuation in Op. Assets/Liabilities              | 5          | 85         | (110)       | 47          |
| Others   | (4)        | 9          | (1)         | (23)        |
| <b>Operating Activities</b>                        | <b>128</b> | <b>201</b> | <b>234</b>  | <b>262</b>  |
| Interests Paid & Derivative Unwinding              | (25)       | (35)       | (72)        | (118)       |
| Income taxes Paid                                  | (24)       | (8)        | (57)        | (15)        |
| <b>Cash Flow before investments</b>                | <b>79</b>  | <b>158</b> | <b>105</b>  | <b>129</b>  |
| CAPEX  | (41)       | (33)       | (105)       | (138)       |
| Assets Sales / Others                              | 2          | 95         | 11          | 97          |
| <b>FCF to the company</b>                          | <b>40</b>  | <b>221</b> | <b>11</b>   | <b>88</b>   |
| Borrowings, financing and debentures               | 206        | 11         | 245         | 1.130       |
| Amortizations                                      | (228)      | (161)      | (295)       | (1.245)     |
| Dividends  | (3)        | 0          | (18)        | (8)         |
| Other investment activities                        | (10)       | (5)        | (42)        | (14)        |
| <b>Changes in cash, equivalents and securities</b> | <b>5</b>   | <b>67</b>  | <b>(99)</b> | <b>(49)</b> |
| Exchange differences                               | (3)        | (4)        | (1)         | (42)        |
| <b>Cash, Equivalents and Securities (EoP)</b>      | <b>179</b> | <b>263</b> | <b>179</b>  | <b>263</b>  |

US\$ millions

- **Operating Cash Flow, at +US\$ 128 million,** affected by WC movements;
- Free Cash Flow in 2020 was benefitted by Paraguayan assets sale in 3Q20;
- Debt pushdown to InterCement Brazil impacted both borrowings and amortizations, but still with a net amortization in the period;
- **Positive Free Cash Flow at +US\$ 5 million,** but still affected by WC movements.