



# 4th Quarterly Earnings

# 2022

# 2022

## Financial Highlights

### Continuing Operations<sup>1</sup>

**Robust Adj. EBITDA** of US\$476M and cash conversion, with **FCF to the firm** of US\$323M



**17.8 million tons of Cement and Clinker Volume sold**  
(+0.3% vs 2021)

**US\$1.8 billion of Sales**  
(+13.6% vs 2021)

**US\$476 million of adjusted EBITDA**  
(+5.2% vs 2021)

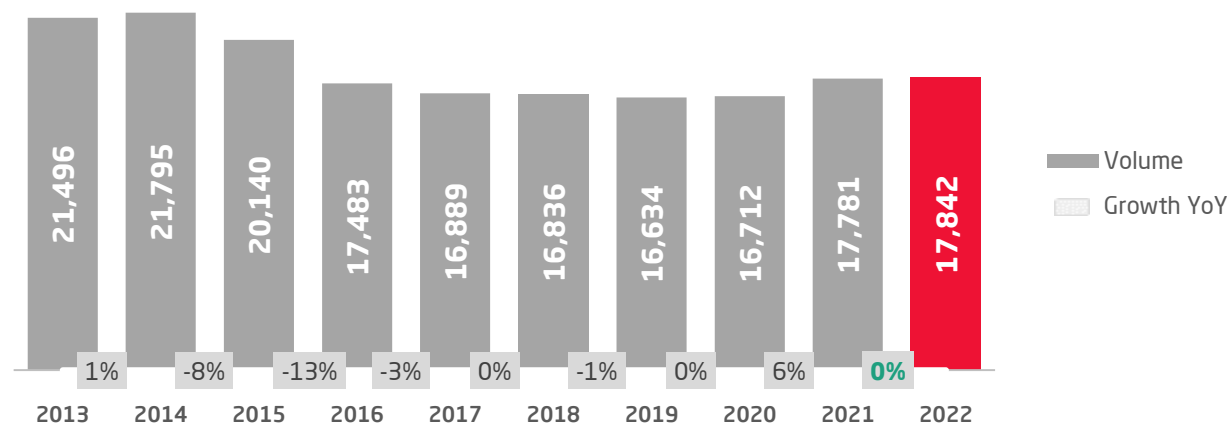
**+US\$323 million Free Cash Flow**  
(+84.6% vs 2021)

**US\$1,443 million of Net Debt, leverage at 3.0x**

# Volume

Consolidated volume pushed by Argentina, in a new historical sales record

## Historical Cement and Clinker Volumes ('000 tons)

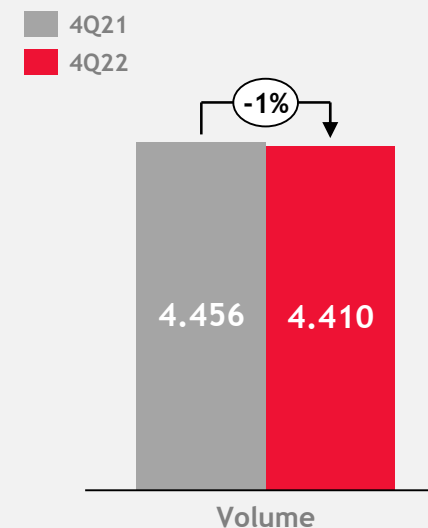


Argentinean operations remained sound during the quarter, with Loma Negra volumes up +1% YoY, leveraged by bulk cement growth.

Brazil volumes were slightly reduced (-0.8%), due to weaker sales of clinker, as cement sales increased by 0.7%.

Whereas our African operations sales decreased, as seen in the previous quarters, mirroring the weaker demand in Mozambique.

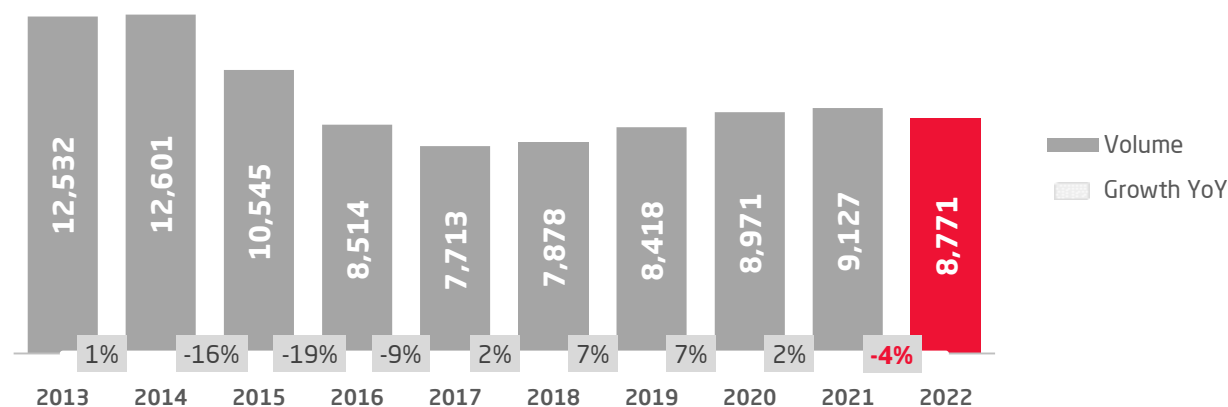
### InterCement



# Volume Brazil

Volumes softened, reflecting the macro economic uncertainties

## Historical Cement and Clinker Volumes ('000 tons)

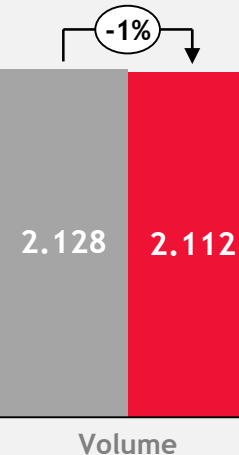


Volumes were slightly reduced, decreasing by 0.8% in the quarter, due to weaker sales of clinker.

On the other hand cement sales increased by 0.7%, better than the industry. This was mainly noticed in the South and Midwest regions, both driven by the favorable pace of the agribusiness sector.

### Brazil

4Q21  
4Q22

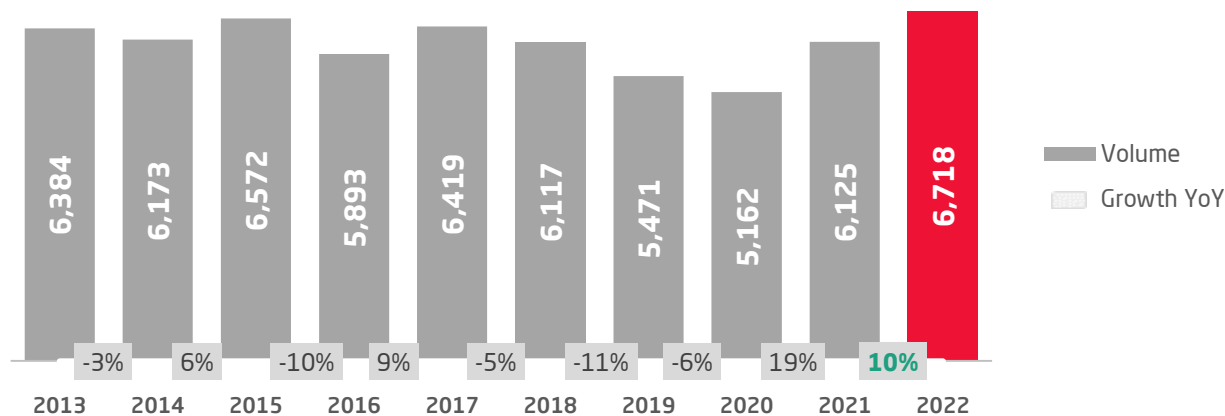




# Volume Argentina

Argentina remained on a sounding pace during the quarter, setting a new volume record

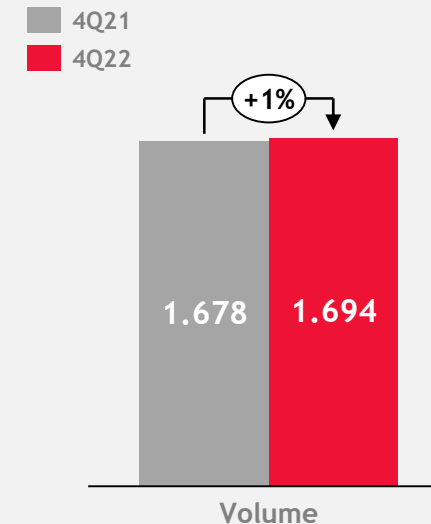
## Historical Cement and Clinker Volumes ('000 tons)



Volumes pushed by bulk cement growth, supported by a higher level of activity in private construction, in addition to small public works, mainly at municipal and provincial level.

On the other hand, sales of bagged cement showed a contraction, although at solid level, affected by a decrease in the level of activity of the construction sector in December mainly due to The World Cup.

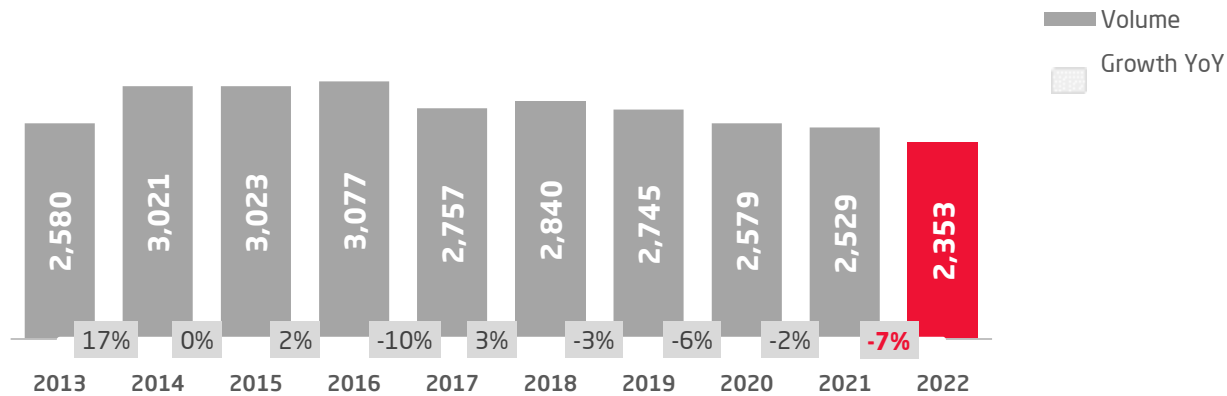
### Argentina



# Volume Africa

South Africa volumes were relatively stable, while Mozambique posted volume retraction

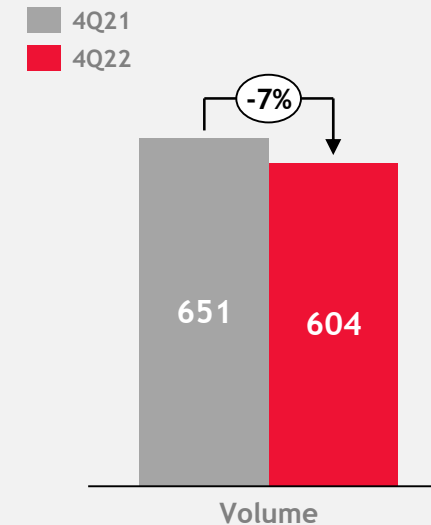
## Historical Cement and Clinker Volumes ('000 tons)



Volume sold in South Africa was relatively stable when compared to 4Q21 (-0.4%).

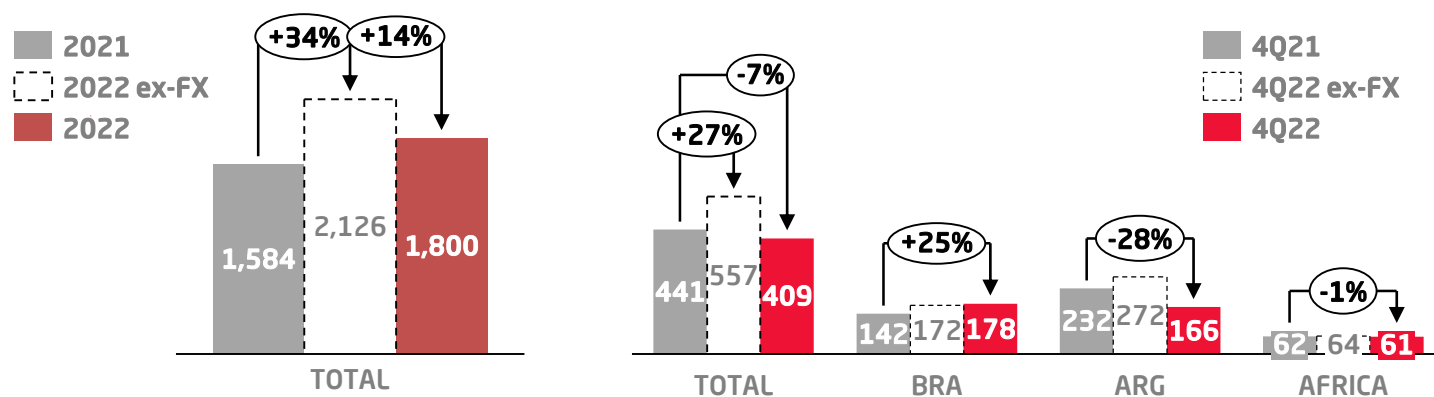
In Mozambique, volumes contracted in the quarter (-18% YoY), due to a weaker demand across the country.

### Africa



# Sales

## Sales Variation (US\$ million)



Sales affected by **Argentine Pesos depreciation** in the quarter. On an annual basis, sales were favored by **benign pricing behavior** in all geographic locations (in local currency and US dollar)

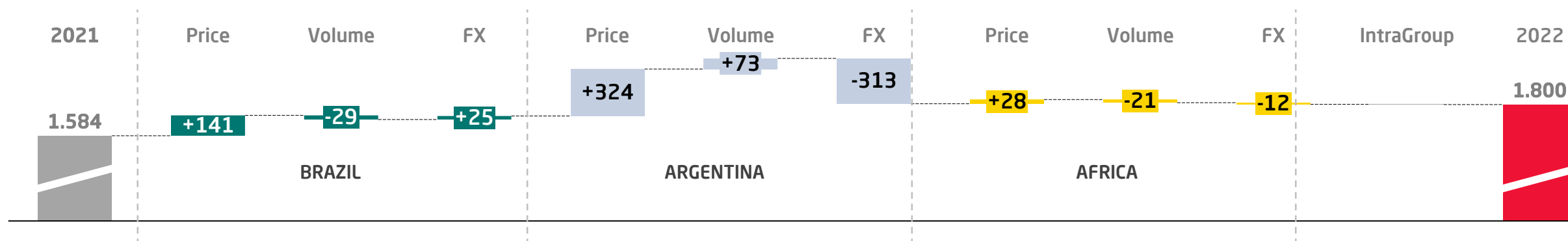


Price increase  
USD (vs 4Q21)

BRA: +27%  
ARG: +12%  
AFR: +6%

**ICP: +16%**

## Sales Variation Breakdown (US\$ million)

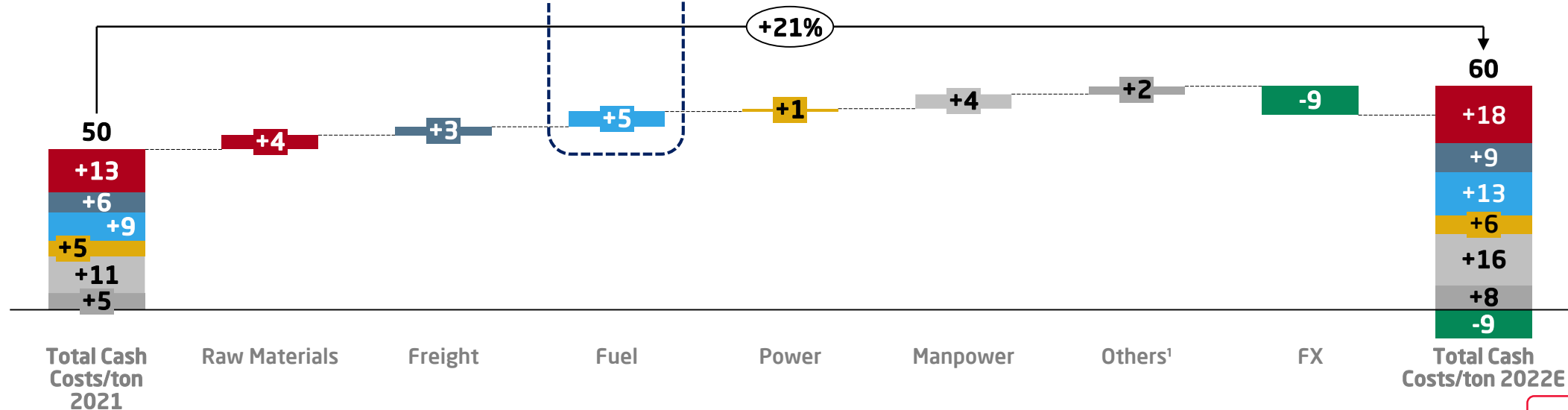
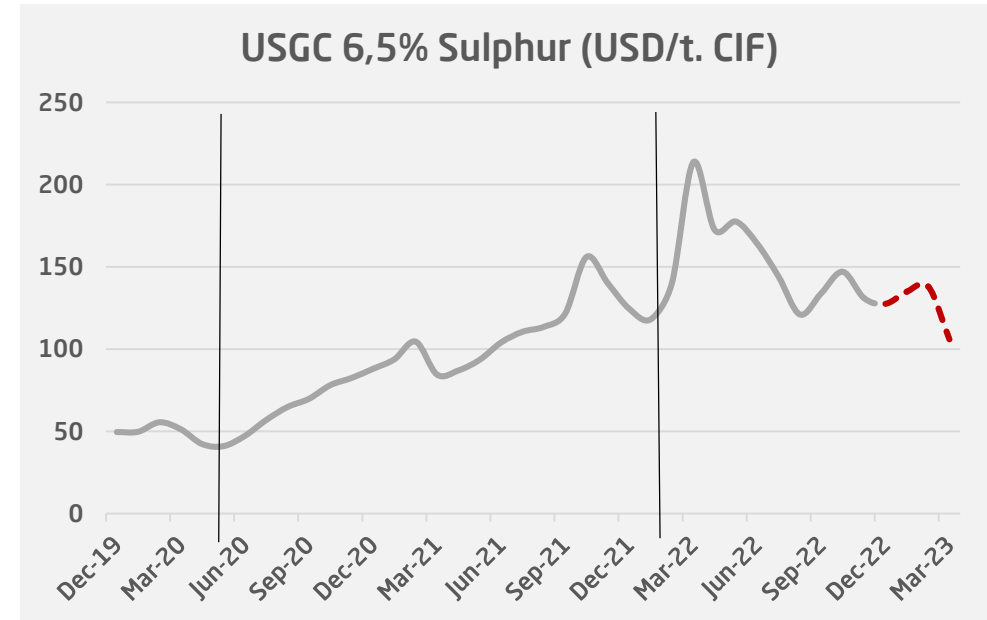


# Costs

## Cash Costs/ton Evolution Breakdown (US\$/ton)



Inflationary pressure in all cost elements, especially raw materials and fuel

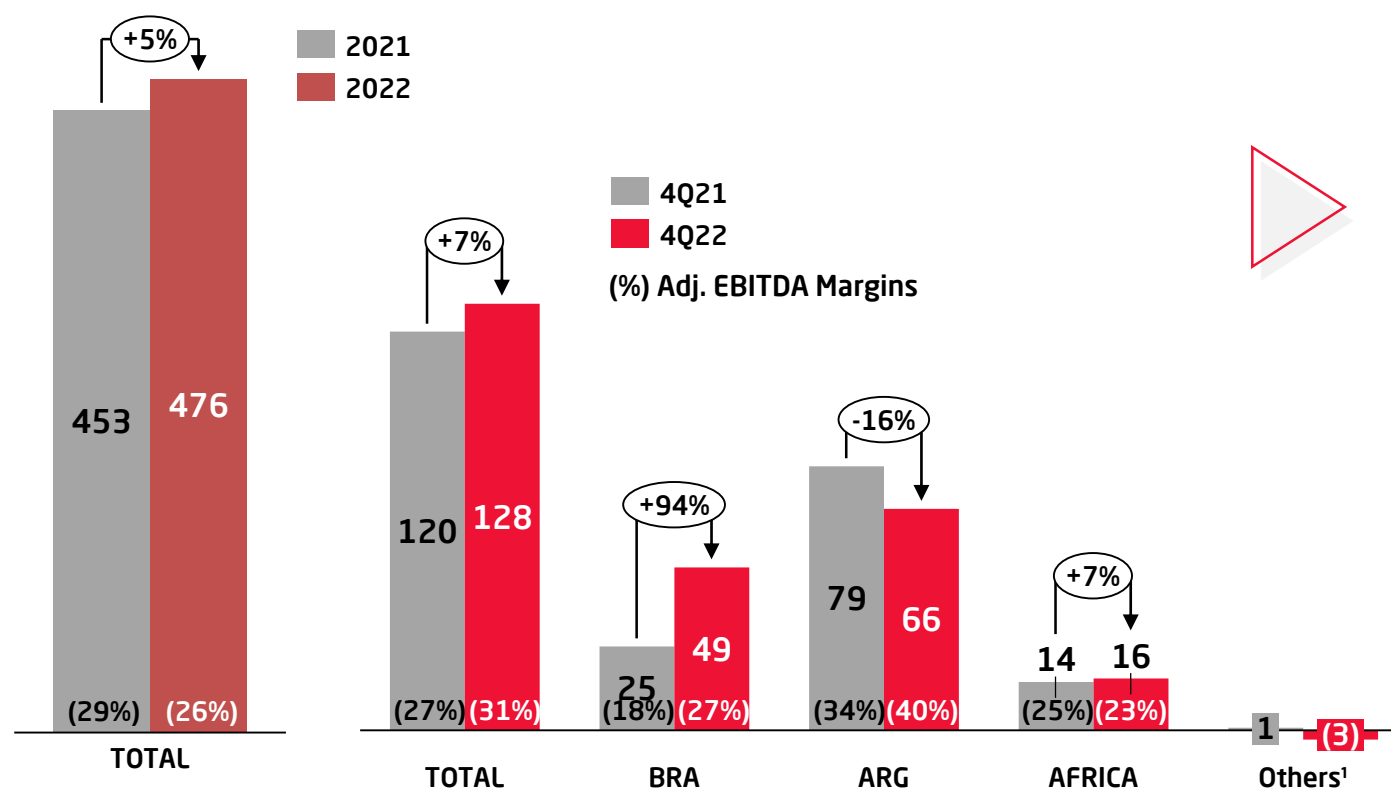




# Adjusted EBITDA

Sound performance by managing prices, costs, inflation and FX moves.

## Adjusted EBITDA and Margin (US\$ million)



Note: (1) Others: including Holdings Results



**BRA:** Costs pressure were offset by better top line performance, supported by a disciplined go-to-market strategy.



**ARG:** Better top line performance was not enough to offset the Argentine Pesos depreciation in the quarter



**SAF:** Despite a better operational performance, the result was affected by the Rand depreciation



**MOZ:** Result of better pricing and higher operational efficiency

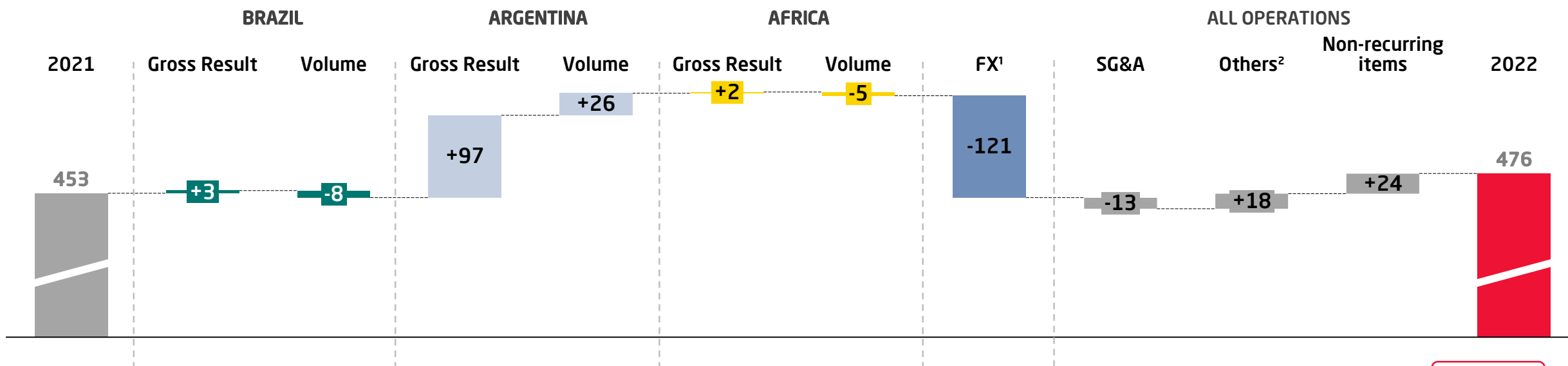
# Adjusted EBITDA



Rising top line generates positive effects from operational leverage

Campo  
Formoso/Brazil

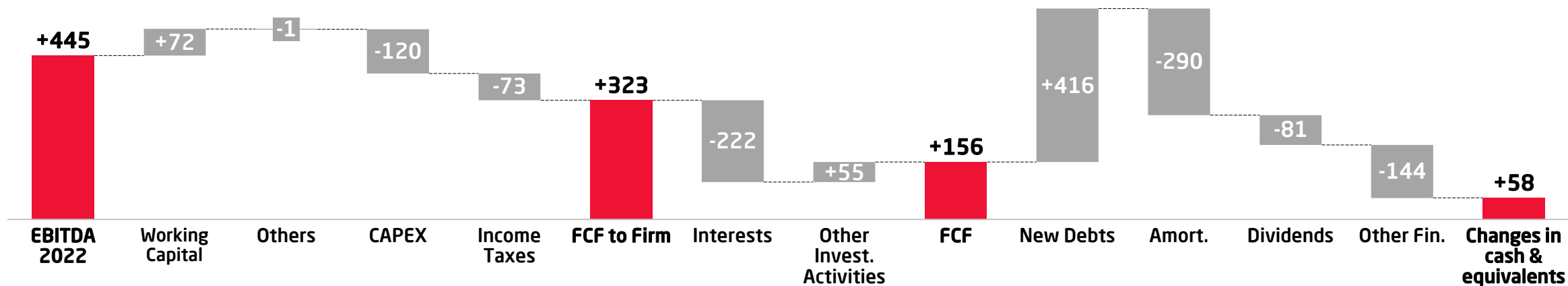
## Adjusted EBITDA Breakdown (US\$ million)



Note: (1) FX All Operations: Gross Result & Volume; (2) Others: asset sales

# Cash Flow

Positive Free Cash Flow to the Firm of US\$323 million, benefited by positive working capital movements



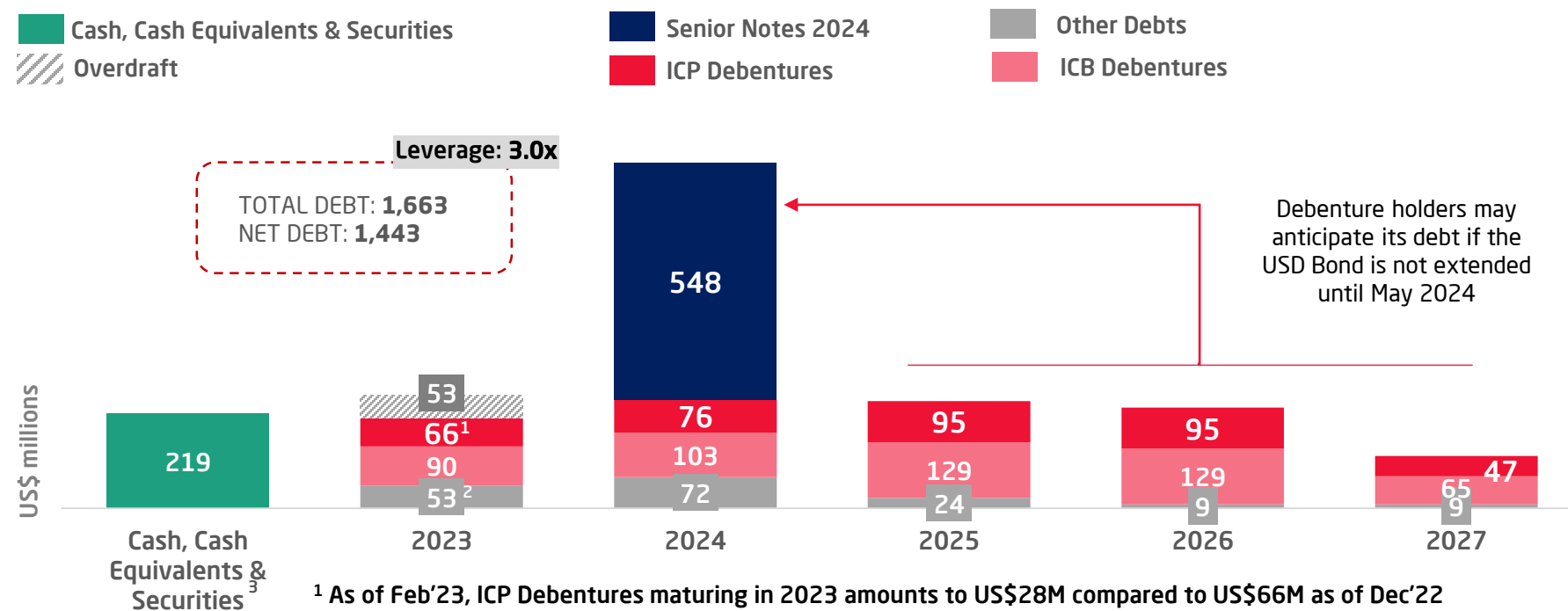
**Working Capital:** better management of working capital specially in Brazil  
**Other investing activities:** a positive variation on securities, mainly in Argentina, realized in the context of dividends distribution, in addition to asset sales  
**New issuance of debt and Debt amortization:** mostly due to new issuance of debt in Argentina US\$307M (US\$170M of backup lines)



**Capex:** reflected ordinary maintenance activities  
**Interests paid:** driven by higher interest rates on the debentures, as the average CDI in Brazil was 12.63% in 2022 vs. 4.81% in 2021, in addition to a higher debt position in Argentina  
**Dividends:** paid to minority shareholders, mostly from Argentina  
**Other financing activities:** mostly related to the liquidation of debt in foreign currency (US\$96M) with local funding in Argentina

# Capital Structure

## Debt Maturity Schedule



# Subsequent Events

## Highlights:



### Corporate:

- Full Prepayment of the bilateral loan to BNP Paribas (US\$ 13M)
- Prepayment of US\$ 39M of the ICP Debentures (due in June 2023)
- Bonds Coupon payment in Jan'23
- Changes in the Board of Directors: André Pires Oliveira Dias and Fernando Augusto Botelho were replaced by Francisco Maiolino and André Almeida in Mar'23



**LN Dividends:** Paid up US\$ 9.5M to ICP in Jan'23  
**LN Issuing debt:** US\$ 133M of local bonds, ARS denominated, in Feb'23



**Divestment of the Egyptian assets:** Transaction fully closed; Buyer and amount not disclosed, due to confidentiality restrictions

Campo Formoso/  
Brazil

