



# 3rd Quarterly Earnings

**2023**

# 3Q23

## Financial Highlights<sup>1</sup>

Cost reduction on track, but still not enough to fully offset topline hit by the macro context



4.7 million tons of Cement and Clinker Volume sold  
(-3% vs 3Q22)

US\$489 million of Sales  
(-9% vs 3Q22)

US\$112million of adjusted EBITDA  
(-10% vs 3Q22)

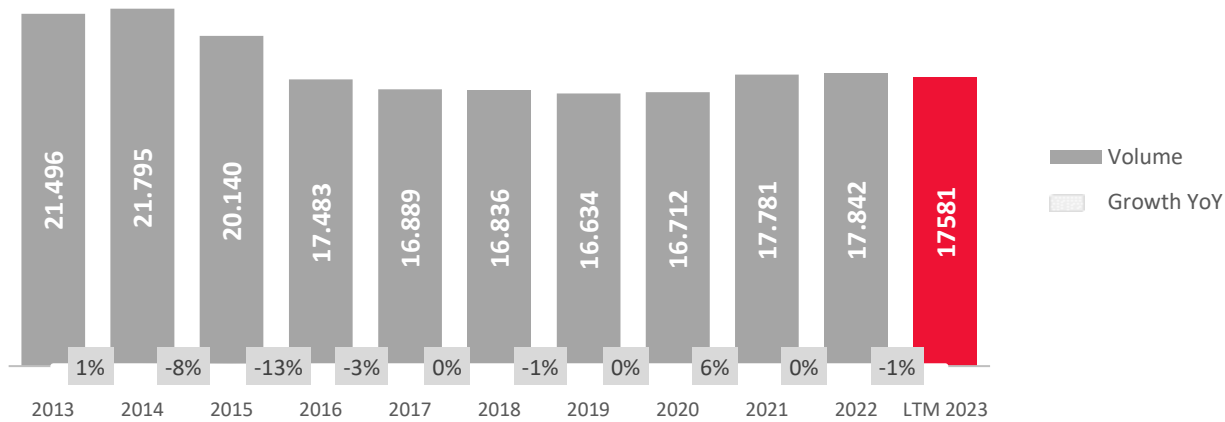
Zero Free Cash Flow

US\$1,593 million of Net Debt, leverage at 3.8x

# Volume

The overall volume was predominantly influenced by the performance in Argentina

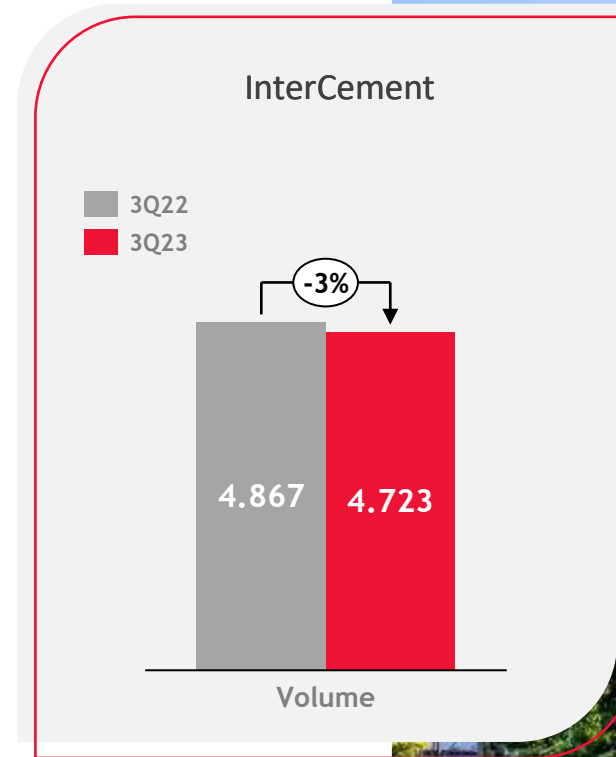
Historical Cement and Clinker Volumes ('000 tons)



In Argentina, volumes dropped by -7.1%, mostly explained by a contraction in the bagged cement sales, reflecting the economic and political uncertainty intensified after the primary elections in August

Volumes in Brazil remained stable

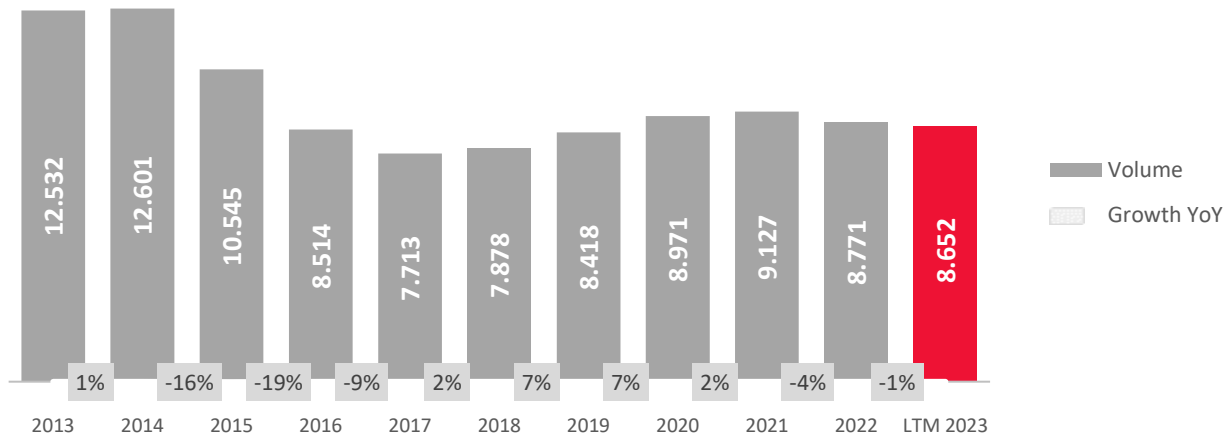
Volumes in Africa presented just a slight decrease of 1.4%, due to lower demand in Mozambique



# Volume Brazil

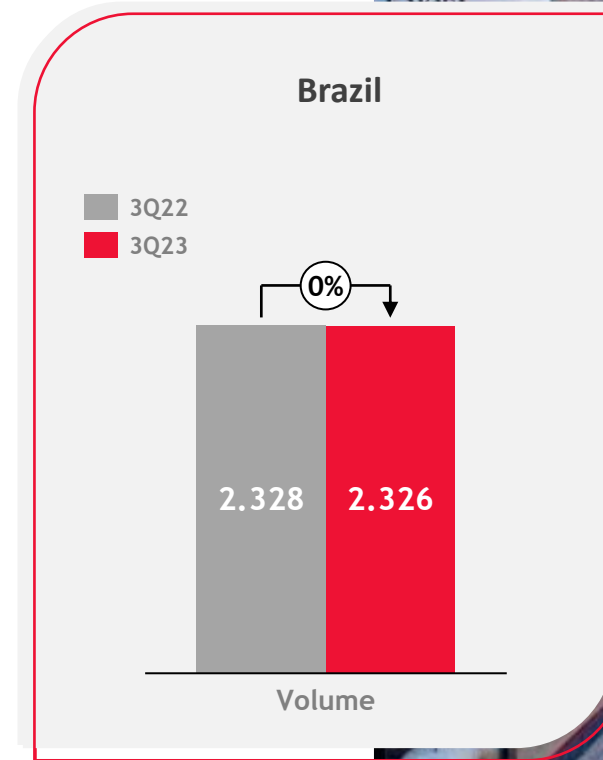
Stable volume compared to the same period of the previous year, better than the overall industry

Historical Cement and Clinker Volumes ('000 tons)



Brazil cement industry recorded a 2% decrease in the quarter YoY, facing challenges as higher interest rates, household indebtedness and lower real estate launches

InterCement Brasil's cement and clinker volume remained flat compared to 3Q22, performing slightly better than the overall industry

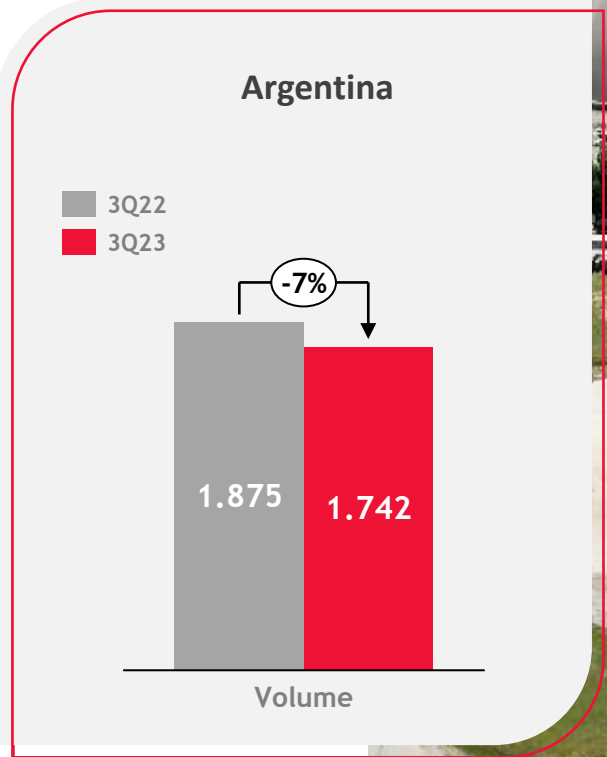
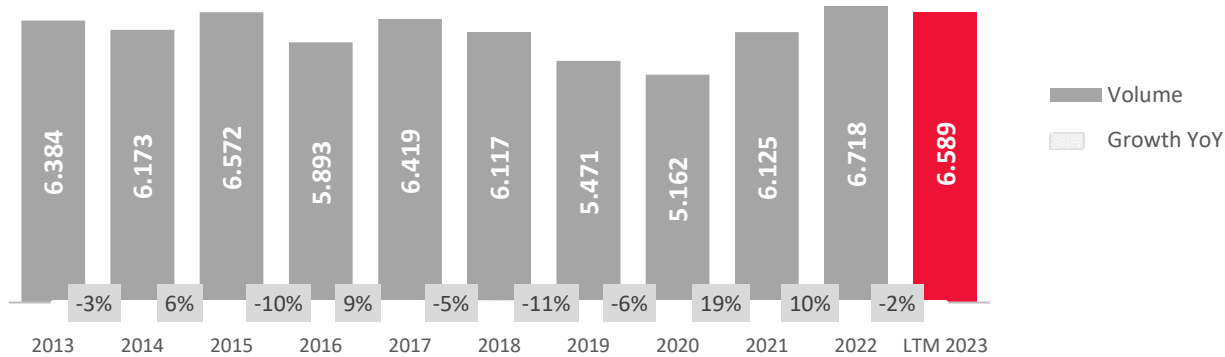




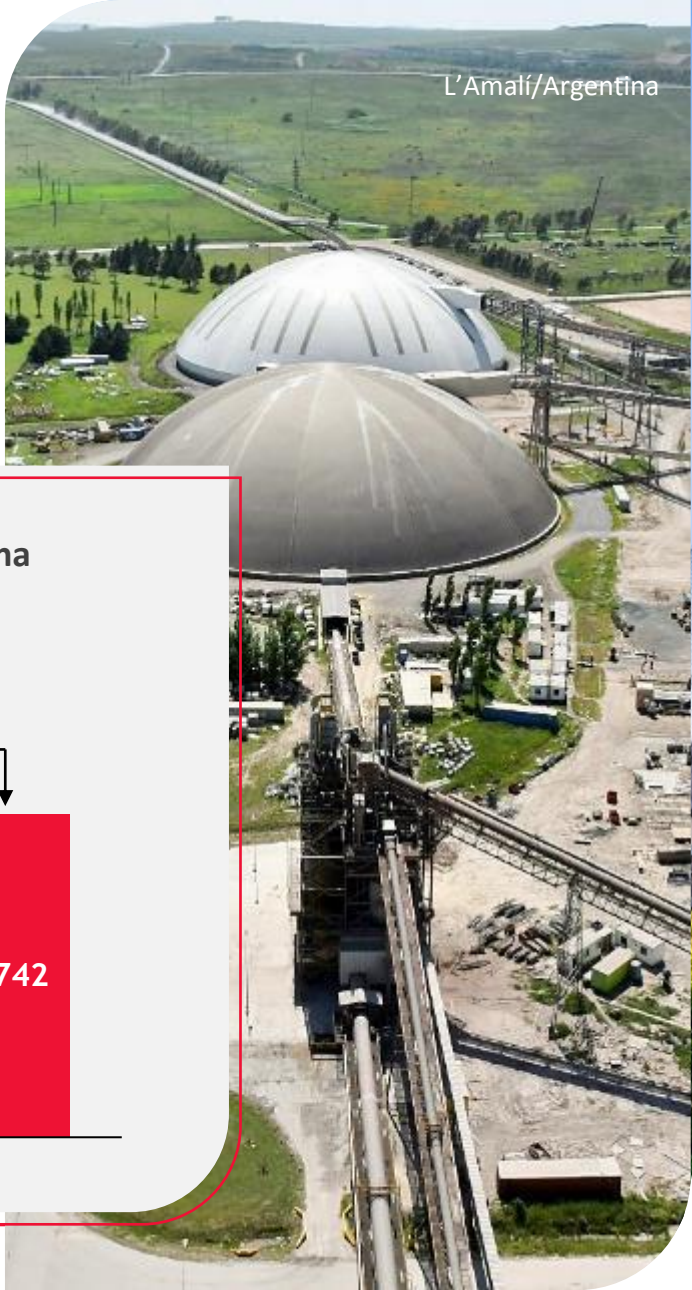
# Volume Argentina

Loma demonstrates an adjustment from the record highs of last year and uncertainty surrounding the election year

Historical Cement and Clinker Volumes ('000 tons)



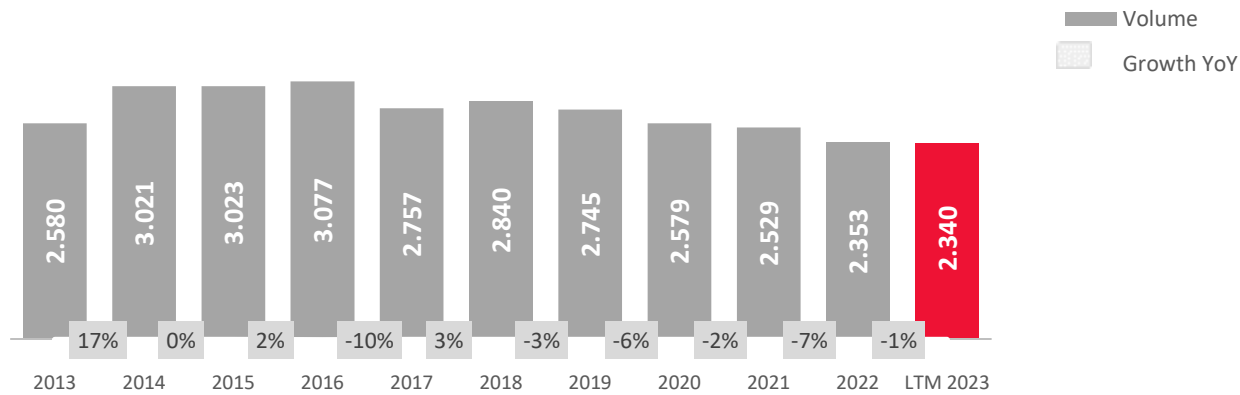
The current adjustment, when compared to last year's record sales, was catalyzed by uncertainty during the election year, given its effects on inflation and exchange rates, along with a simultaneous reduction in economic activity



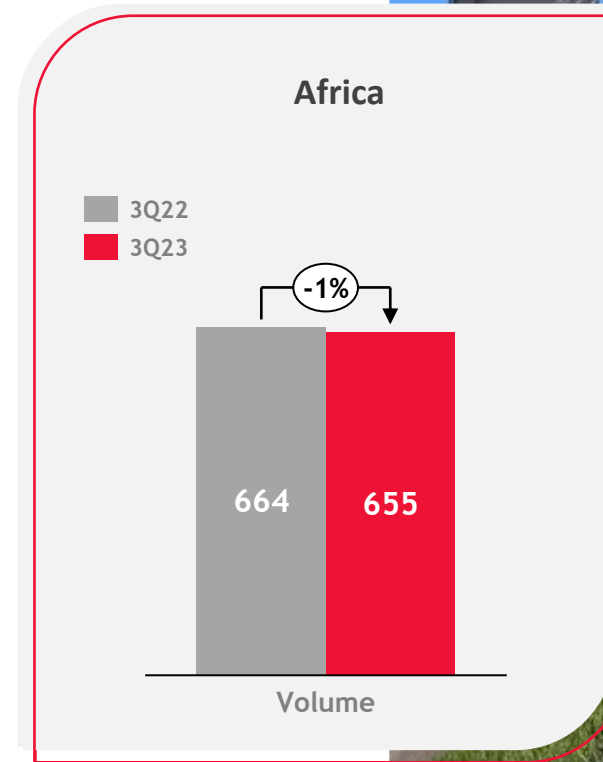
# Volume Africa

A decline in volumes primarily influenced by the performance in Mozambique while South Africa remain stable

Historical Cement and Clinker Volumes ('000 tons)

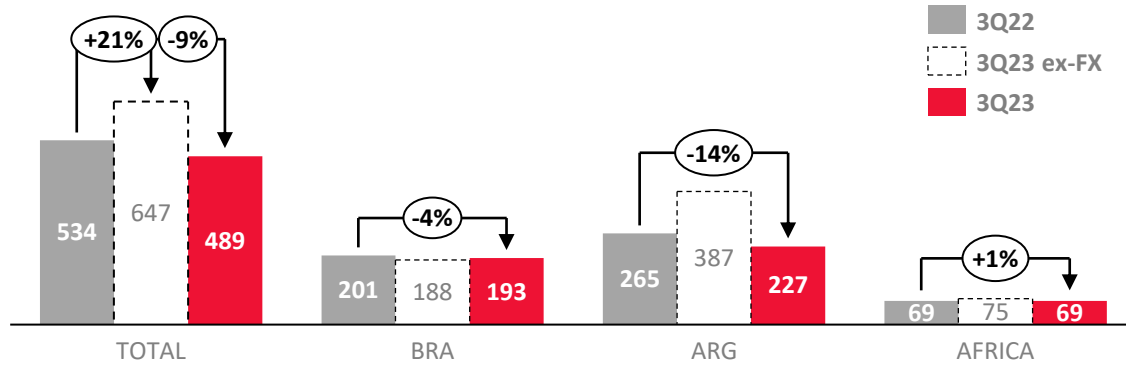


Volume sold in South Africa remained stable YoY, however, Mozambique presented a lower volume (-3.5%) compared to the same period last year, yet posting a softer reduction trend in comparison to the previous quarters



# Sales

Sales Variation (US\$ million)

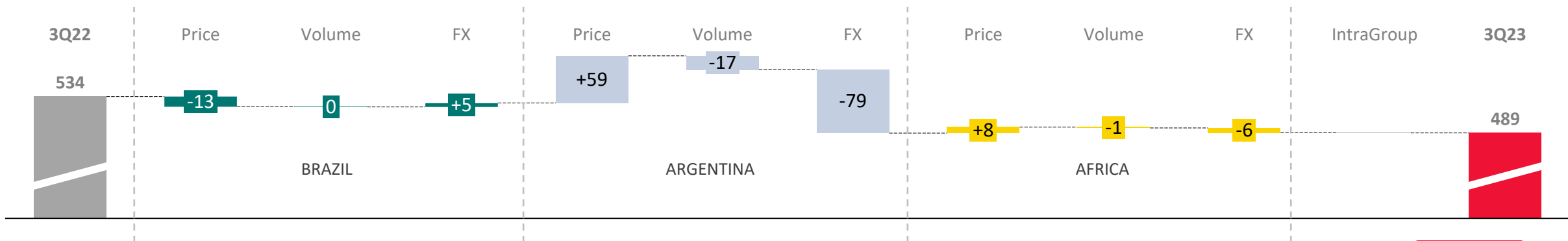


Greater impact on sales due to the contraction in the Argentina market and the **devaluation of the Argentine Pesos (+138% ARS/USD)**

Price increase USD (vs 3Q22)

BRA: -1%  
ARG: -3%  
AFR: -1%  
**ICP: -2%**

Sales Variation Breakdown (US\$ million)

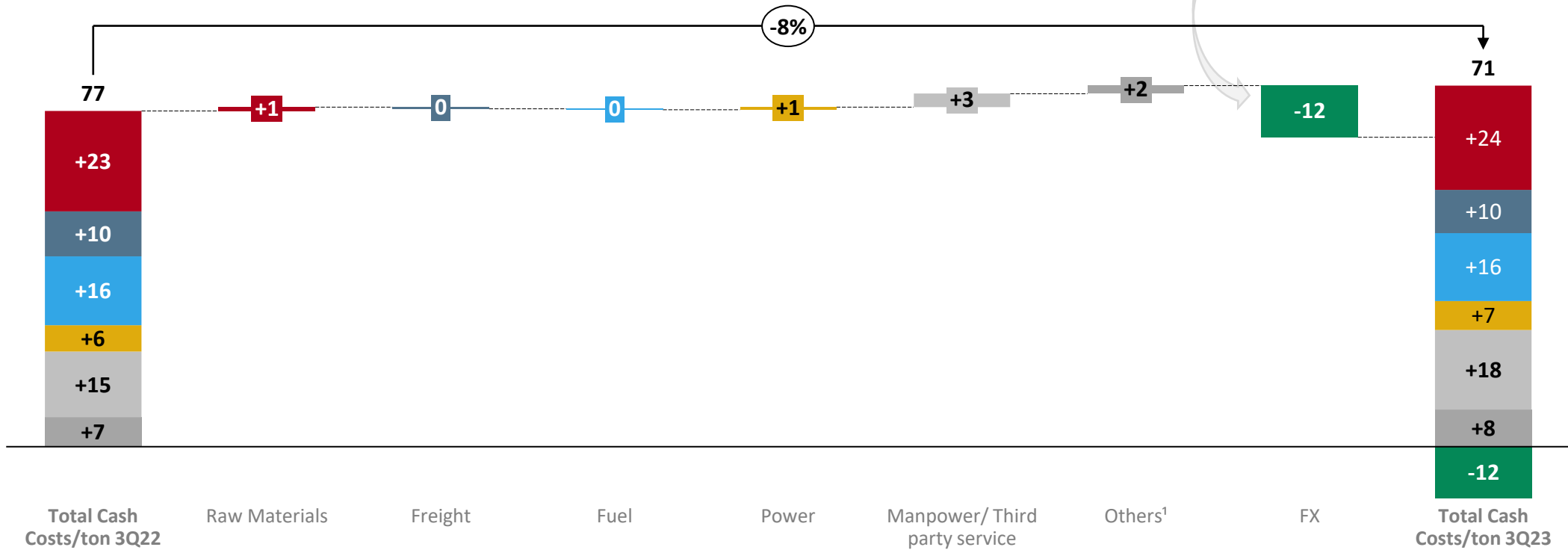


# Costs

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



After the stabilization of fuel prices, the major driver of the reduction in consolidated costs was the currency devaluation in Argentina



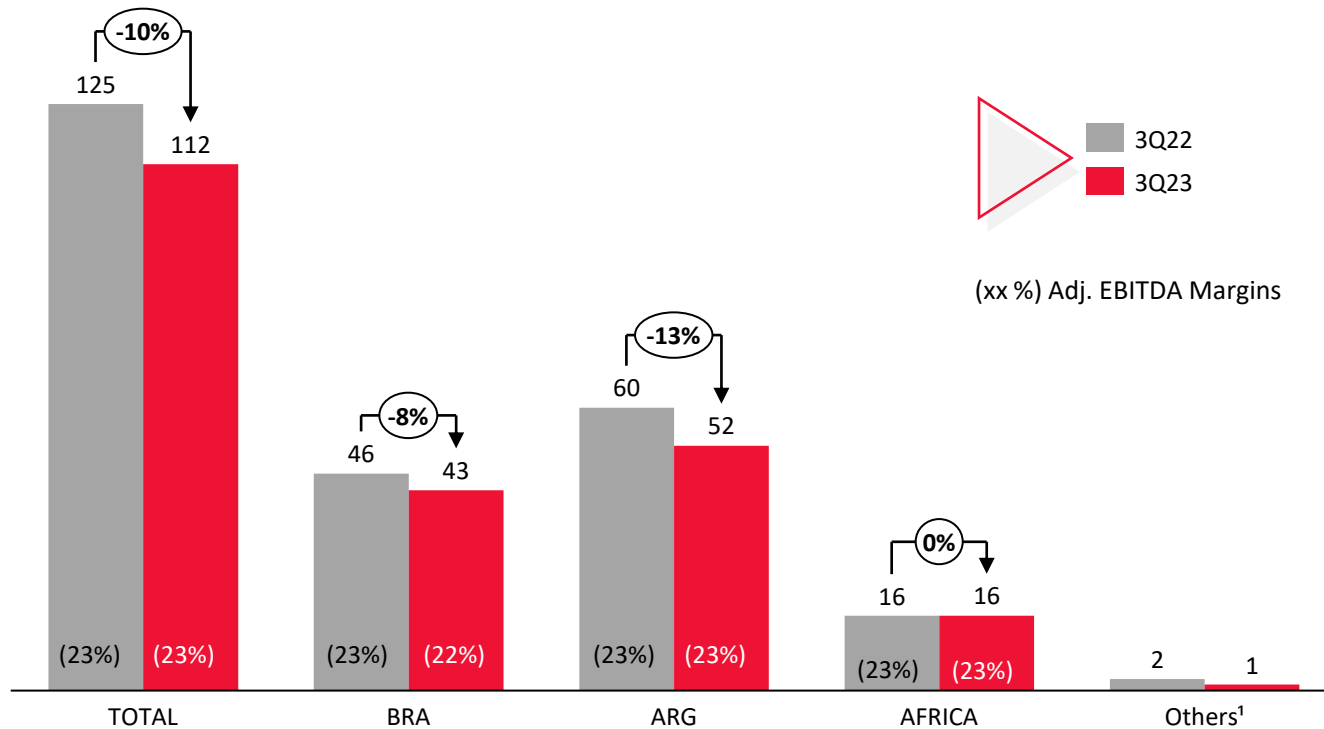
Note: (1) Others: mainly maintenance



# Adjusted EBITDA

Macro context weighed on the results of the main regions

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



**BRA:** compared to last quarter, up 16% and margins +1.7p.p., reflecting both higher volume and cost retraction



**ARG:** The lower cost of energy inputs were not enough to offset the context of high inflation and lower sales volume



**SAF:** Despite the better price, the result was affected by the devaluation of Rand (16%)



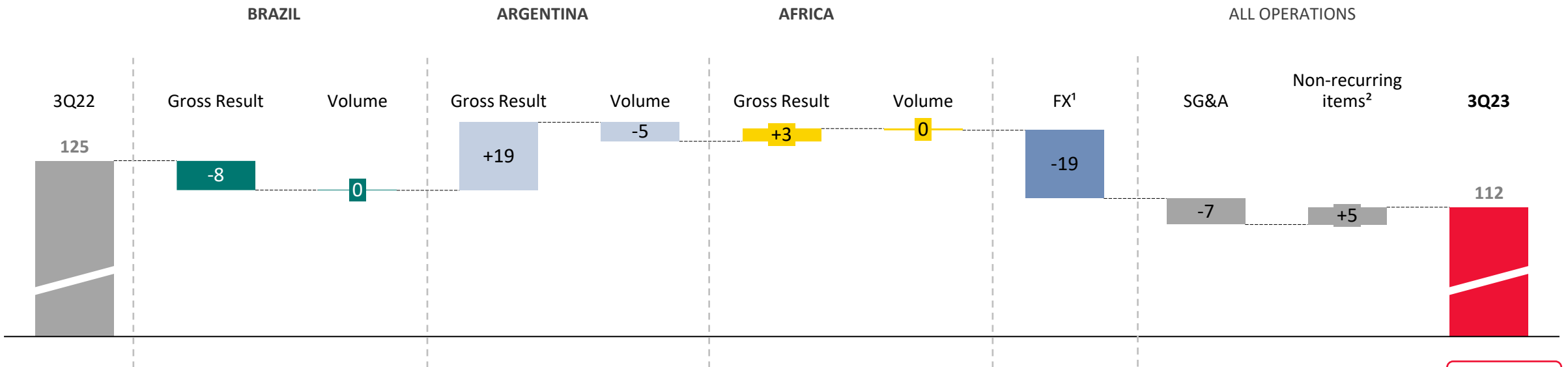
**MOZ:** Higher prices and better operational performance



# Adjusted EBITDA

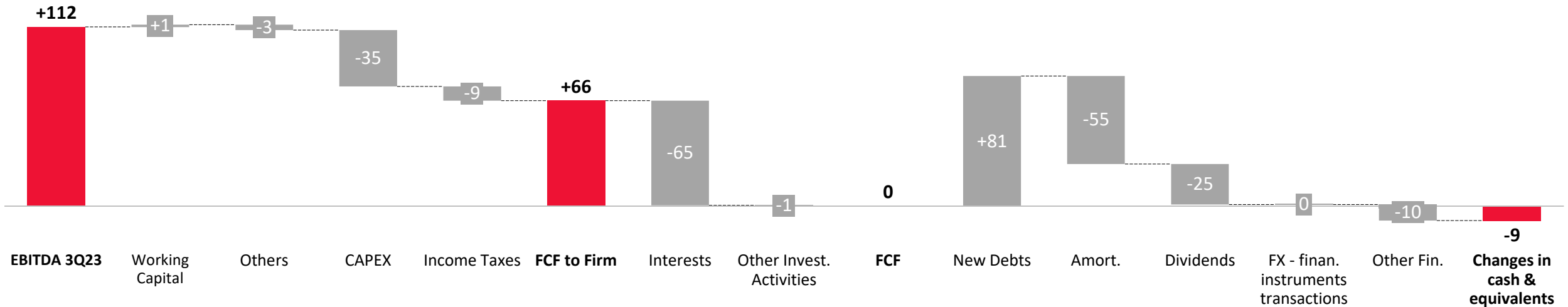
The context of softer pricing in Brazil, high inflation/devaluation and lower market demand in Argentina contributed to results compression in the quarter

## Adjusted EBITDA Breakdown (US\$ million)



# Cash Flow

Free Cash Flow to the Firm corresponding to 59% of the Adj Ebitda in the quarter



**New Debts:** mostly due to new issuance of debt in Argentina (US\$55M of Class 3 Negotiable Obligations, US\$18M of bilateral loans and backup lines) and FINAME loan in Brazil (US\$8M)



**Capex:** mainly driven by legal requirement projects in Argentina and Brazil and higher maintenance needs in Argentina.

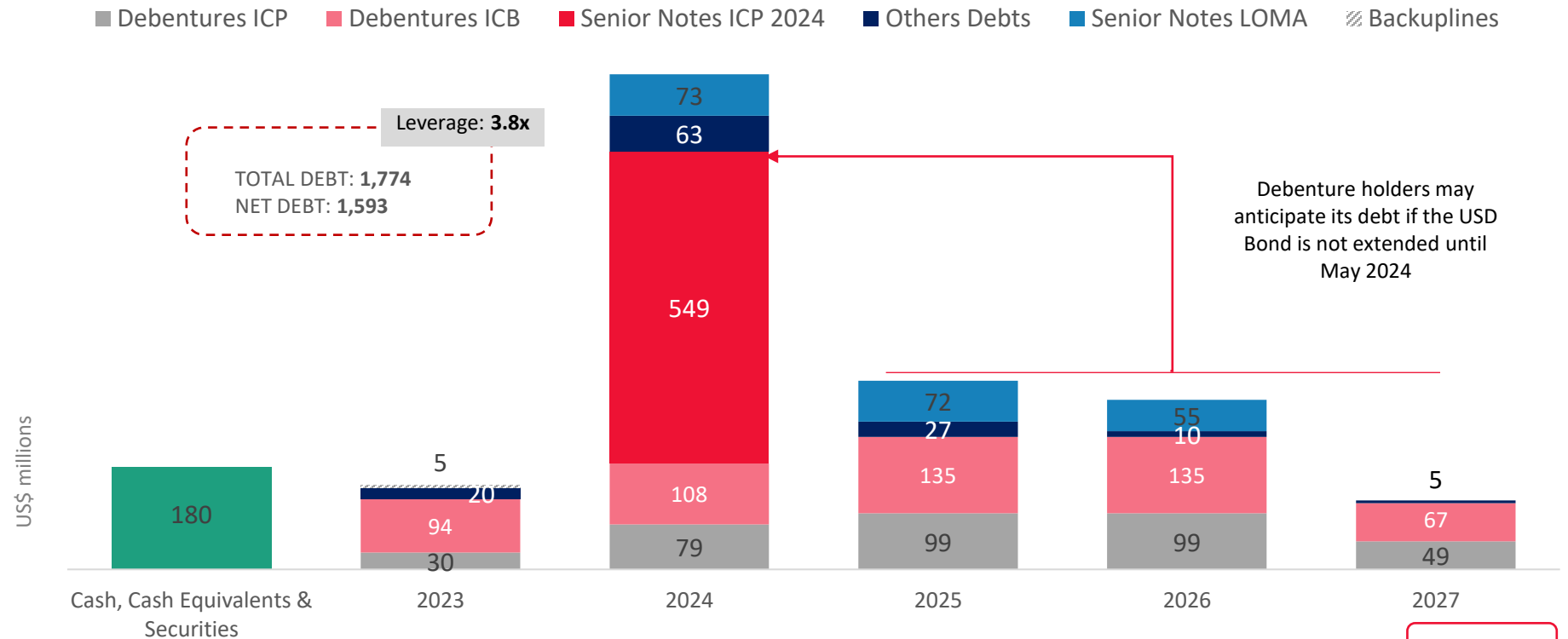
**Interests paid:** driven by a higher debt position in Argentina, related to the capital structure optimization and cash return to shareholders

**Dividends:** paid to minority shareholders by Argentinean subsidiary

**Amortization:** mainly in Argentina (US\$48M, of which US\$3M of backup line) and Brazil (US\$3M)

# Capital Structure

## Debt Maturity Schedule



# Subsequent Events

## Highlights:

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### Loma Negra

- **Pre-payment** of loan with the Industrial and Commercial Bank of China for a total amount of US\$48 million.
- **Issuance of Class 4 Notes of domestic bonds** in the total principal amount of US\$10 million, maturing in 30 months (bullet).

