

2Q23-Results Conference Call



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Disclaimer and Forward-Looking Statement



This presentation may contain forward-looking statements within the meaning of federal securities law that are subject to risks and uncertainties. These statements are only predictions based upon our current expectations and projections about possible or assumed future results of our business, financial condition, results of operations, liquidity, plans and objectives. In some cases, you can identify forward-looking statements by terminology such as “believe,” “may,” “estimate,” “continue,” “anticipate,” “intend,” “should,” “plan,” “expect,” “predict,” “potential,” “seek,” “forecast,” or the negative of these terms or other similar expressions.

The forward-looking statements are based on the information currently available to us. There are important factors that could cause our actual results, level of activity, performance or achievements to differ materially from the results, level of activity, performance or achievements expressed or implied by the forward-looking statements, including, among others things: changes in general economic, political, governmental and business conditions globally and in Argentina, changes in inflation rates, fluctuations in the exchange rate of the peso, the level of construction generally, changes in cement demand and prices, changes in raw material and energy prices, changes in business strategy and various other factors.

You should not rely upon forward-looking statements as predictions of future events. Although we believe in good faith that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Any or all of Loma Negra’s forward-looking statements in this release may turn out to be wrong. You should consider these forward-looking statements in light of other factors discussed under the heading “Risk Factors” in Company’s Annual Report on Form 20-F, as well as periodic filings made on Form 6-K, which are filed with or furnished to the United States Securities and Exchange Commission.

Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason after the date of this release to conform these statements to actual results or to changes in our expectations.

The Company presented some figures converted from Argentine pesos to U.S. dollars for comparison purposes. The exchange rate used to convert Pesos to U.S. dollars was the reference exchange rate (Communication “A” 3500) reported by the Central Bank for U.S. dollars. The information presented in U.S. dollars is for the convenience of the reader only. Certain figures included in this report have been subject to rounding adjustments. Accordingly, figures shown as totals in certain tables may not be arithmetic aggregations of the figures presented in previous quarters.

Note: Loma Negra’s financial information has been prepared in accordance with the Argentine Securities Commission (Comisión Nacional de Valores-CNV) and with International Financial Reporting Standards. Following the categorization of Argentina as a country with a three-year cumulative inflation rate greater than 100%, the country is considered highly inflationary in accordance with IFRS. Consequently, starting July 1, 2018, the Company is reporting results applying IFRS rule IAS 29. IAS 29 requires that results of operations in hyperinflationary economies are reported as if these economies were highly inflationary as of January 1, 2018, and thus year-to-date, together with comparable results, should be restated adjusting for the change in general purchasing power of the local currency, using official indices. For comparison purposes and a better understanding of our underlying performance, in addition to presenting ‘As Reported’ results, we are also disclosing selected figures as previously reported excluding rule IAS 29. Additional information in connection with the application of rule IAS 29 can be found in our earnings report.

ROBUST SET OF RESULTS FOR THE FIRST HALF OF THE YEAR



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■ **Cement business** amid political uncertainty, continues strong and delivering solid results.

■ As reported results

- **Net revenues** reached Ps. 50.9 billion, down 6.5% (US\$ 206 million; +1.0%)
- **Adjusted EBITDA** stood at Ps. 11.7 billion, down 26.1% (US\$ 63 million; -0.2%)
- **Net Profit** of Ps. 2.4 billion

■ **Consolidated Adjusted EBITDA margin** reached 22.9%, contracting 608 bps YoY

■ **Solid balance sheet** recovering a more efficient leverage level.

- with Net Debt to LTM Adj. EBITDA ratio of 0.82x
- Issuance of Class II domestic bonds for US\$ 71.7 million, extending our maturity profile

■ **Returning value to our shareholders.**

- **Dividends distribution in the quarter** for Ps. 35.9 billion (for a total of US\$ 120 million for 2023).





- **Macro & Industry context**
- **Revenues and Volumes**

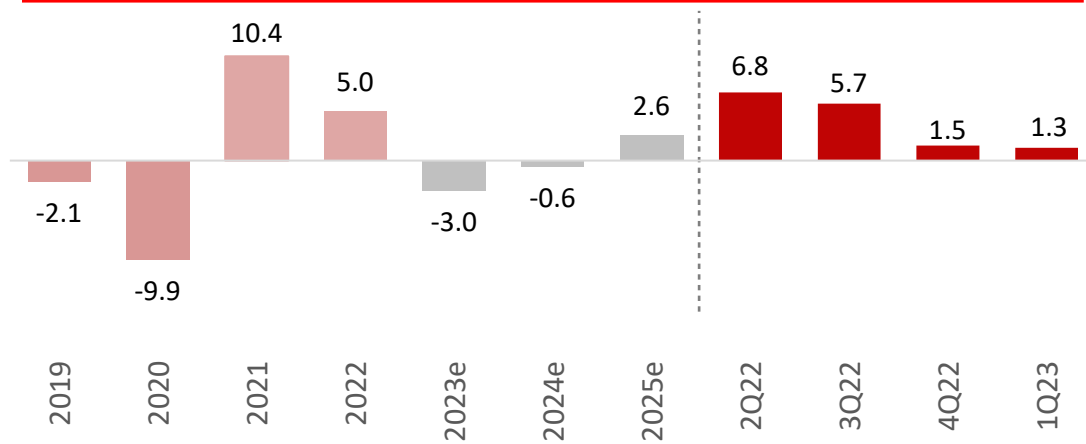


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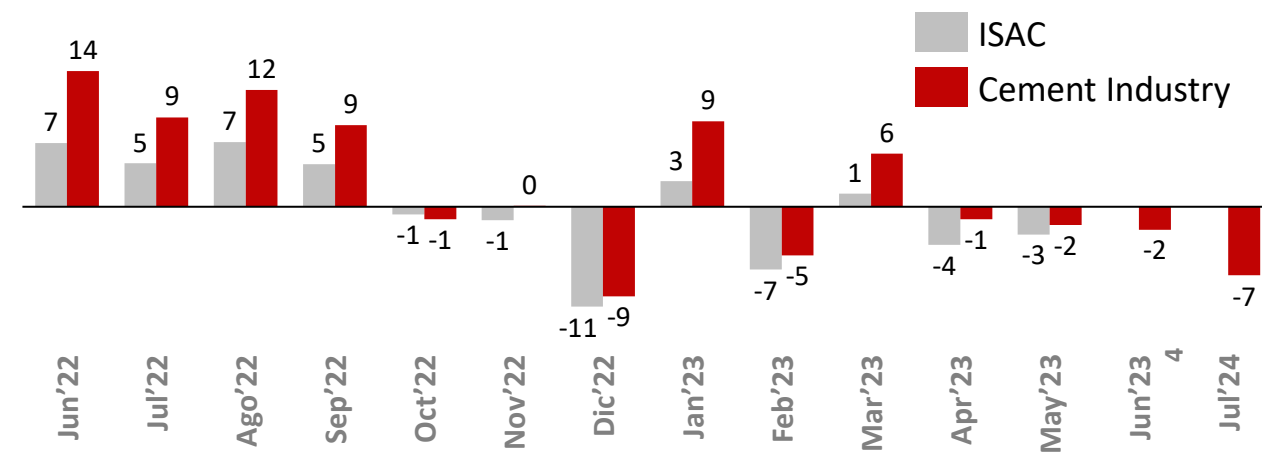
AFTER RECORD VOLUMES IN 2022 DEMAND REMAINS RESILIENT AMID POLITICAL UNCERTAINTY



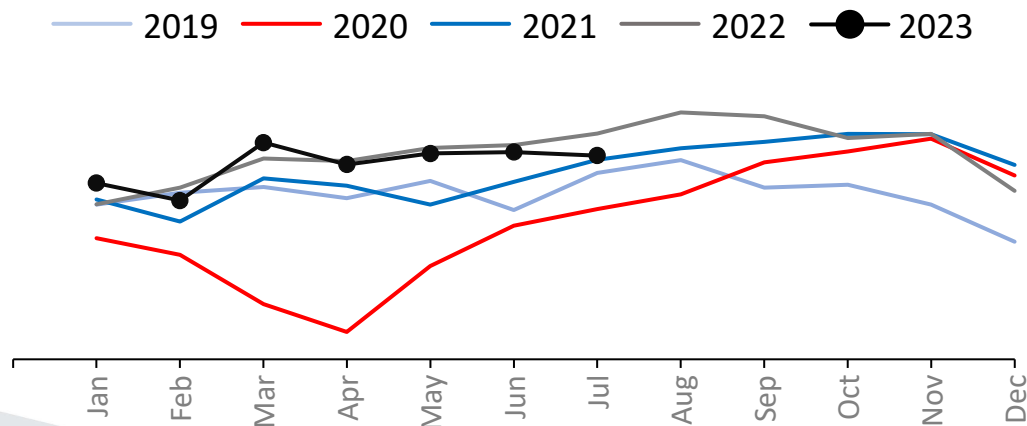
GDP Growth¹ (YoY Growth, %)



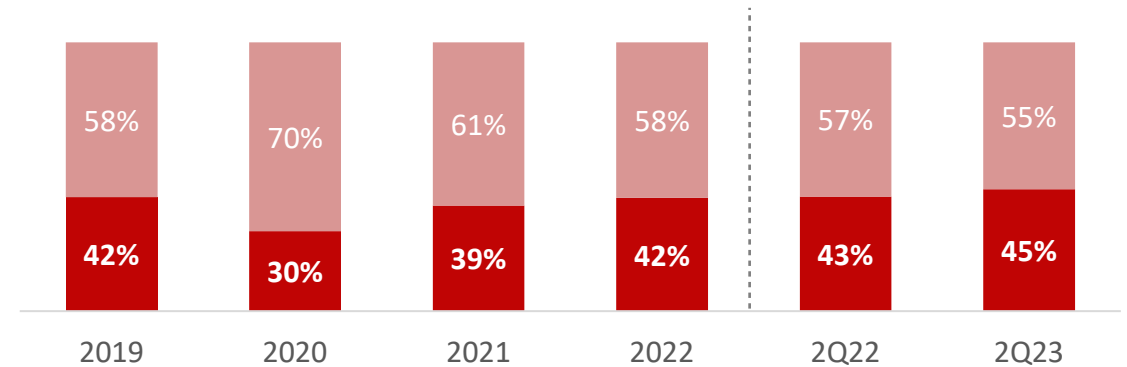
Construction Activity² & Monthly Industry Cement Sales³ (YoY Growth, %)



Monthly Industry Cement Sales³ ('000 tons)



Industry Cement Sales by Type³ (%)



(1) Source INDEC and BCRA (Argentina Central Bank) Market Expectations (REM)
 (2) Source INDEC: Construction activity indicator, ISAC (Indicador Sintético de la Actividad) .
 (3) Based on AFCP which reports standalone cement sales, while Loma Negra reports Cement, Masonry and lime sales
 (4) Jun & Jul' 23 : As of the date of this presentation, ISAC figures were not released

■ Bulk ■ Bags

CEMENT VOLUMES CONTRACTION BUT STILL REMAIN STRONG REVENUE DOWN FOR THE QUARTER

Revenue Performance:

- | Cement, masonry & lime: decreased 12.4% YoY, with volumes contracting 3.6% and price adjustments dynamic affected by higher monthly inflation figures.
- | Concrete: up 26.6% YoY. Volumes increased 14.8% coupled with positive pricing performance
- | Railroad: decreased 13.4% YoY. Volumes down 9.6%, with price negatively affected by product mix
- | Aggregates: increased 1.8% YoY. Volume down 8.3% compensated with positive pricing performance



Sales Volumes ⁽¹⁾

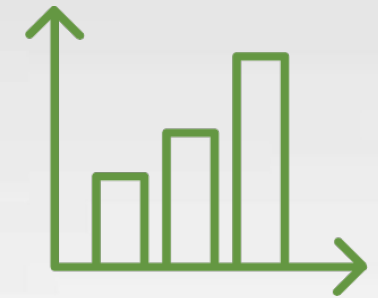
Revenues (AR\$ million) ⁽²⁾

		2Q23	2Q22	% Chg.	2Q23	2Q22	% Chg.
Cement, masonry & lime	MM Tn	1.61	1.67	-3.6%	42,052	48,007	-12.4%
Concrete	MM m3	0.17	0.15	14.8%	5,571	4,401	26.6%
Railroad	MM Tn	1.07	1.18	-9.6%	3,982	4,597	-13.4%
Aggregates	MM Tn	0.30	0.32	-8.3%	1,441	1,416	1.8%

Total Net Revenues 50,911 54,474 -6.5%

(1) Sales volumes include inter-segment sales

(2) Sales revenues include inter-segment sales and Other segments



- **Business Performance**



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MARGINS COMPRESSION ON 2Q23



- Consolidated gross profit declines 21.1% YoY, with gross margin contracting 437 bps to 23.7% mainly affected by price dynamics and lower volumes in the Cement segment, partially compensated with better results en Concrete and a decrease in electrical energy inputs and lower depreciations.
- The increase in volumes in segments with lower margins also contributed to tighten the consolidated figure.
- Compression in Cement and Aggregates margins partially offset by improvements in Concrete and Railroad.
- SG&A increased by 0.7% YoY, reaching 9.4% as % of sales increasing 68 bps YoY

Gross Profit & Margin

AR\$ Million

Gross Margin

28.1%

23.7%

-21.1%

15,292

12,067

2Q22

2Q23

Selling, General & Administrative

AR\$ Million

As a % of Sales

8.7%

9.4%

0.7%

4,759

4,793

2Q22

2Q23

EBITDA GENERATION REMAINS STRONG



Consolidated Adjusted EBITDA of US\$ 63 million in 2Q23, down 26.1% when measured in Ps.

Consolidated Adjusted EBITDA Margin for the quarter reached 22.9%, down 608 bps YoY. mainly due to cement margin contraction and the incidence of the increase level of activity of other segments with lower margins.

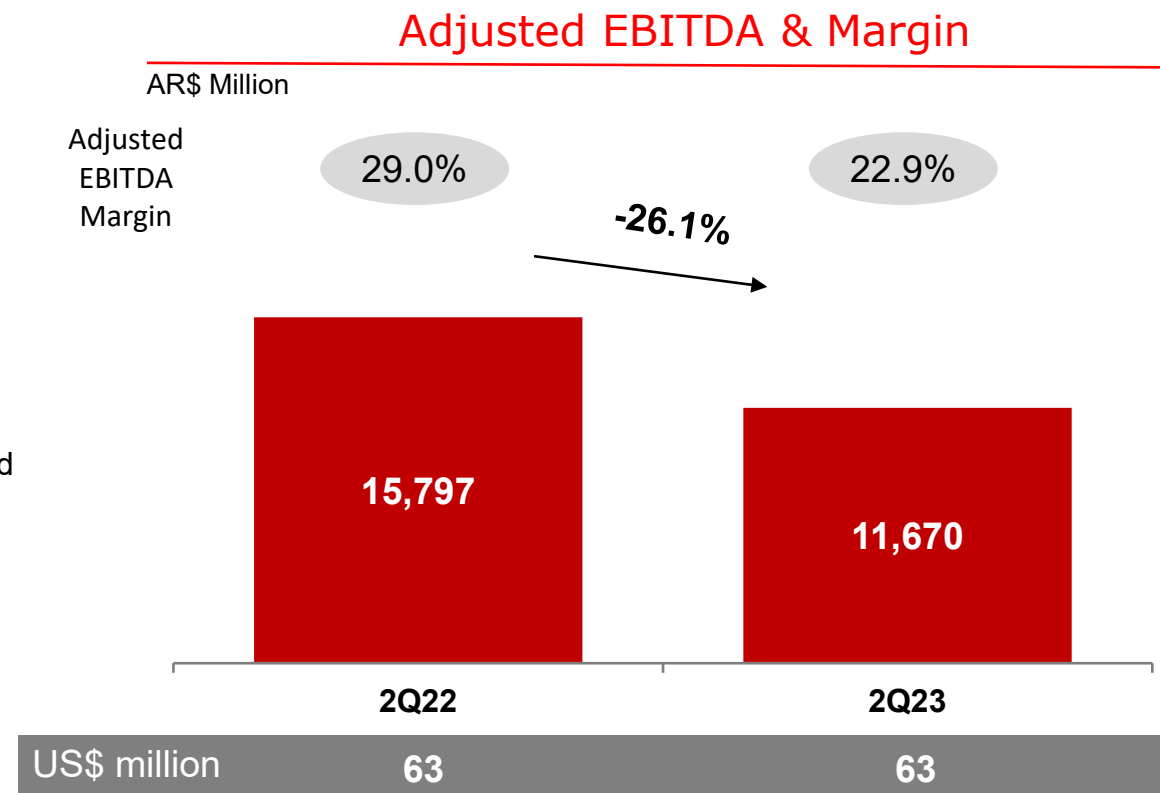
By segments

Cement, masonry cement and lime segment Adjusted EBITDA margin stood at 27.1%, contracting 536 bps YoY, primarily due to lower top line performance

Concrete Adjusted EBITDA expanded 580 bps and stood at 2.7% from negative 3.1% in 2Q22

Railroad Adjusted EBITDA margin contracted 262 bps YoY to 0.8% mainly explained by lower price performance affected by product mix and lower sales volume that increase the pressure of the fix costs.

Aggregates Adjusted EBITDA margin down 445 bps to 5,3% from 9.7% in 2Q22



Note: Figures in US dollars result from the calculation of figures expressed in Argentine pesos, as previously reported (without the application of IAS29) and the average exchange rate for each reporting period.



- **Bottom line**
- **Financial performance**



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NET PROFIT DOWN IN 2Q23

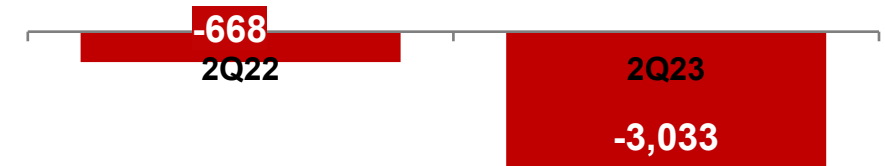


Net Profit breakdown:

- Adjusted EBITDA decreased by 26.1% YoY
- Total finance cost of Ps. 3.0 billion in 2Q23 compared to a net cost of Ps. 0.7 billion in 2Q22
 - Foreign exchange loss of Ps. 5,2 billion in 2Q23, compared to Ps. 4.2 billion loss in 1Q22
 - Gain on net monetary position was Ps. 10,1 billion in 2Q23 compared to Ps. 3.5 billion in 2Q22
 - Net Financial expense, stood at Ps. 8,0 billion compared to a Ps. 84 million gain YoY, primarily due to the increase of the total debt position
- Net Profit Attributable to Owners of the Company in 2Q23 was Ps. 2.6 billion, down from Ps. 5.4 billion in 2Q22.

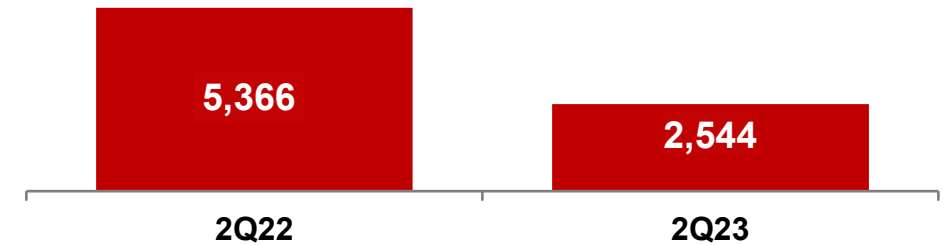
Finance Gain (Costs), net

AR\$ Million



Net Profit Attributable to Owners

AR\$ Million

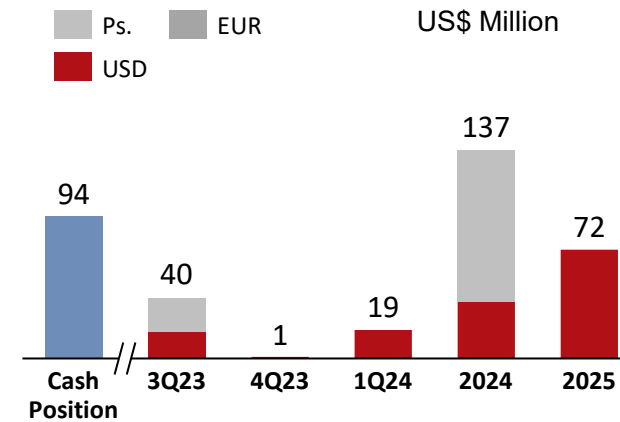


ROBUST BALANCE SHEET



- | **Cash position and Investments** of Ps. 24.1 billion and total debt at Ps. 71.7 billion as of end of 2Q23
- | **Net Debt** of Ps. 47.7 billion (US\$ 186 MM) with a Net Debt increase of US\$ 77 million in the quarter
- | **Net Debt/ LTM Adj. EBITDA ratio** up to 0.82x in 2Q23 compared with 0.37x in FY22
- | **In 2Q23, Operating cash generation** reached Ps. 11.8 billion from Ps. 3.1 billion in 2Q22 on the back of the increase in the net profit adjusted to reconcile to net cash provided by operating activities that coupled with a positive effect of the changes in operating assets and liabilities
- | **Capital expenditures** of Ps. 3.1 billion in 2Q23, mainly due to maintenance capex
- | **Dividend payment in 2Q23** amounted Ps. 22.2 billion. The dividend was announced in June for Ps. 13.7. The payment was made in July.
- | **Bond issuance** of Class 2, in the amount of Ps. 71.7 million, interest rate of 6.5% and maturity in 4Q25.

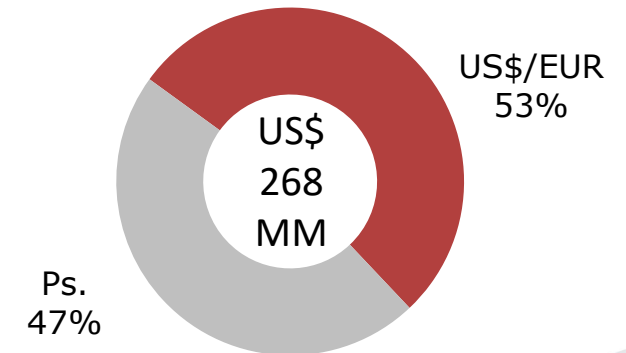
Debt Maturity schedule (principal)



Cash Flow Highlights

amounts expressed in millions of pesos	2Q23	2Q22
Net cash generated by operating activities	11,884	3,136
Net cash generated by (used in) investing activities	(3,105)	(2,441)
Net cash used in by financing activities	(5,376)	14,421
Cash and cash equivalents at the end of the period	24,093	23,495

Debt by Currency





2023 Outlook



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2023 OUTLOOK

- | The cement industry shows resilient, maintaining shipments at historically high levels, even though the level of activity in Argentina is facing some struggles amid the political and macro economical challenging scenario.
- | As we approach the presidential elections we expect a lower level of activity, affecting the cement demand for the second half of the year, although 2023 will probably end up being the second-best year in sales volumes history.
- | Despite this complex context we are confident in LOMA's capabilities to keep on delivering strong results and maximizing value to our shareholders.





Financial Tables



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Adjusted EBITDA Reconciliation & Margin



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Table 4: Adjusted EBITDA Reconciliation & Margin

(amounts expressed in millions of pesos, unless otherwise noted)

	Three-months ended June 30,			Six-months ended June 30,		
	2023	2022	% Chg.	2023	2022	% Chg.
Adjusted EBITDA reconciliation:						
Net profit (Loss)	2,443	5,203	-53.0%	8,889	13,128	-32.3%
(+) Depreciation and amortization	3,981	5,314	-25.1%	8,009	9,963	-19.6%
(+) Tax on debits and credits to bank accounts	613	550	11.3%	1,150	1,034	11.2%
(+) Income tax expense	1,600	4,062	-60.6%	3,730	7,961	-53.1%
(+) Financial interest, net	7,265	(679)	n/a	11,324	(1,210)	n/a
(+) Exchange rate differences, net	5,185	4,231	22.5%	9,053	5,085	78.0%
(+) Other financial expenses, net	729	595	22.5%	1,908	1,212	57.4%
(+) Gain on net monetary position	(10,146)	(3,479)	191.6%	(19,227)	(4,978)	286.2%
(+) Share of profit (loss) of associates	-	-	n/a	-	-	n/a
(+) Impairment of property, plant and equipment	-	-	n/a	-	-	n/a
Adjusted EBITDA	11,670	15,797	-26.1%	24,834	32,195	-22.9%
<i>Adjusted EBITDA Margin</i>	<i>22.9%</i>	<i>29.0%</i>	<i>-608 bps</i>	<i>24.6%</i>	<i>31.2%</i>	<i>-661 bps</i>

Balance Sheet



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Table 8: Condensed Interim Consolidated Statements of Financial Position

(amounts expressed in millions of pesos, unless otherwise noted)

	As of June 30, 2023	As of December 31, 2022
ASSETS		
Non-current assets		
Property, plant and equipment	227,976	231,253
Right to use assets	1,411	1,583
Intangible assets	757	708
Investments	15	15
Goodwill	154	154
Inventories	10,146	9,614
Other receivables	1,926	1,689
Total non-current assets	242,385	245,016
Current assets		
Inventories	35,051	30,745
Other receivables	4,040	8,815
Trade accounts receivable	13,717	13,747
Investments	493	6,398
Cash and banks	23,599	1,001
Total current assets	76,900	60,707
TOTAL ASSETS	319,286	305,722

SHAREHOLDER'S EQUITY		
Capital stock and other capital related accounts	58,897	57,170
Reserves	80,026	114,326
Retained earnings	7,411	2,921
Accumulated other comprehensive income	-	-
Equity attributable to the owners of the Company	146,334	174,417
Non-controlling interests	113	294
TOTAL SHAREHOLDER'S EQUITY	146,447	174,711
LIABILITIES		
Non-current liabilities		
Borrowings	48,797	14,887
Accounts payables	-	-
Provisions	1,999	1,970
Salaries and social security payables	125	142
Debts for leases	1,016	1,180
Other liabilities	172	247
Deferred tax liabilities	50,232	49,680
Total non-current liabilities	102,342	68,106
Current liabilities		
Borrowings	22,946	16,410
Accounts payable	22,787	26,670
Advances from customers	2,284	2,654
Salaries and social security payables	5,202	6,700
Other liabilities - Related companies	-	-
Tax liabilities	2,762	4,392
Debts for leases	411	425
Other liabilities	14,104	5,654
Total current liabilities	70,496	62,905
TOTAL LIABILITIES	172,838	131,012
TOTAL SHAREHOLDER'S EQUITY AND LIABILITIES	319,286	305,722

Income Statement



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Table 9: Condensed Interim Consolidated Statements of Profit or Loss and Other Comprehensive Income (unaudited)

(amounts expressed in millions of pesos, unless otherwise noted)

	Three-months ended June 30,			Six-months ended June 30,		
	2023	2022	% Change	2023	2022	% Change
Net revenue	50,911	54,474	-6.5%	101,154	103,304	-2.1%
Cost of sales	(38,844)	(39,181)	-0.9%	(75,293)	(71,719)	5.0%
Gross Profit	12,067	15,292	-21.1%	25,861	31,585	-18.1%
Share of loss of associates	-	-	n/a	-	-	n/a
Selling and administrative expenses	(4,793)	(4,759)	0.7%	(9,323)	(9,379)	-0.6%
Other gains and losses	414	(50)	n/a	288	26	999.2%
Impairment of property, plant and equipment	-	-	n/a	-	-	n/a
Tax on debits and credits to bank accounts	(613)	(550)	11.3%	(1,150)	(1,034)	11.2%
Finance gain (cost), net						
Gain on net monetary position	10,146	3,479	191.6%	19,227	4,978	286.2%
Exchange rate differences	(5,185)	(4,231)	22.5%	(9,053)	(5,085)	78.0%
Financial income	941	1,206	-22.0%	2,550	2,000	27.5%
Financial expenses	(8,935)	(1,122)	696.7%	(15,782)	(2,002)	688.3%
Profit (loss) before taxes	4,043	9,265	-56.4%	12,619	21,089	-40.2%
Income tax expense						
Current	(1,274)	(64)	1882.1%	(3,177)	(4,850)	-34.5%
Deferred	(326)	(3,998)	-91.8%	(553)	(3,111)	-82.2%
Net Profit (Loss)	2,443	5,203	-53.0%	8,889	13,128	-32.3%
Net Profit (Loss) for the period attributable to:						
Owners of the Company	2,544	5,366	-52.6%	9,070	13,378	-32.2%
Non-controlling interests	(101)	(163)	-37.9%	(181)	(250)	-27.7%
NET PROFIT (LOSS) FOR THE PERIOD	2,443	5,203	-53.0%	8,889	13,128	-32.3%
Earnings per share (basic and diluted):	4.3606	9.1657	-52.4%	15.5435	21.5878	-28.0%

Statement of Cash Flows



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Table 7: Condensed Interim Consolidated Statement of Cash Flows

(amounts expressed in millions of pesos, unless otherwise noted)

	Three-months ended June 30,		Six-months ended June 30,	
	2023	2022	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES				
Net Profit (Loss)	2,443	5,203	8,889	13,128
Adjustments to reconcile net profit (loss) to net cash provided by operating activities	17,488	11,123	31,939	20,179
Changes in operating assets and liabilities	(8,047)	(13,189)	(23,198)	(23,227)
Net cash generated by operating activities	11,884	3,136	17,631	10,081
CASH FLOWS FROM INVESTING ACTIVITIES				
Proceeds from disposal of Yguazú Cementos S.A.	116	(0)	240	140
Property, plant and equipment, Intangible Assets, net	(3,145)	(2,369)	(5,329)	(3,964)
Contributions to Trust	(75)	(72)	(193)	(156)
Net cash (used in) investing activities	(3,105)	(2,441)	(5,281)	(3,980)
CASH FLOWS FROM FINANCING ACTIVITIES				
Proceeds / Repayments from borrowings, Interest paid	18,354	26,669	39,062	21,966
Dividends paid	(23,730)	(12,247)	(29,006)	(12,247)
Share repurchase plan	-	0	-	(1,540)
Net cash generated by (used in) by financing activities	(5,376)	14,421	10,056	8,178
Net increase (decrease) in cash and cash equivalents	3,403	15,117	22,406	14,279
Cash and cash equivalents at the beginning of the year	24,036	8,737	7,400	9,703
Effect of the re-expression in homogeneous cash currency ("Inflation-Adjusted")	(3,872)	358	(6,420)	(966)
Effects of the exchange rate differences on cash and cash equivalents in foreign currency	525	(718)	707	478
Cash and cash equivalents at the end of the period	24,093	23,495	24,093	23,495

IR Contact

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Thank you!



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