

2Q21-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.

Solid business performance, EBITDA recovery of 74.1% YoY



| **Core business** continues to deliver strong results with demand exceeding pre-pandemic levels

| **As reported results**

- | **Net revenues** 46.6% to Ps. 14.3 billion (US\$ 147 million)
- | **Adjusted EBITDA** 74.1% to Ps. 4.3 billion (US\$ 48 million)
- | **Net majority loss** of Ps. 1.2 billion

| **Consolidated Adjusted EBITDA margin expanded 483 bps to 30.5% YoY**

| **Solid balance sheet with Net Debt to LTM Adj. EBITDA ratio of 0.13x**

| **Inauguration of new kiln in L'Amalí plant. Second line full start up in September**





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

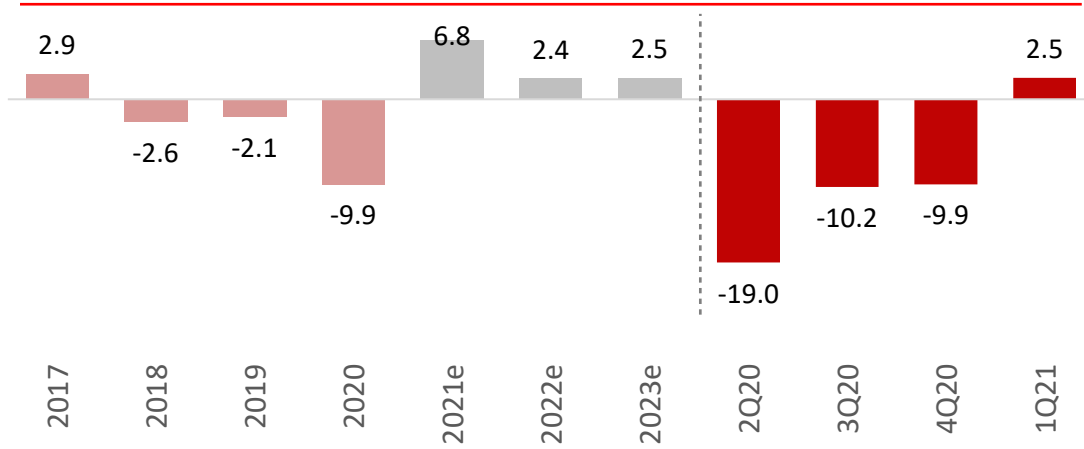


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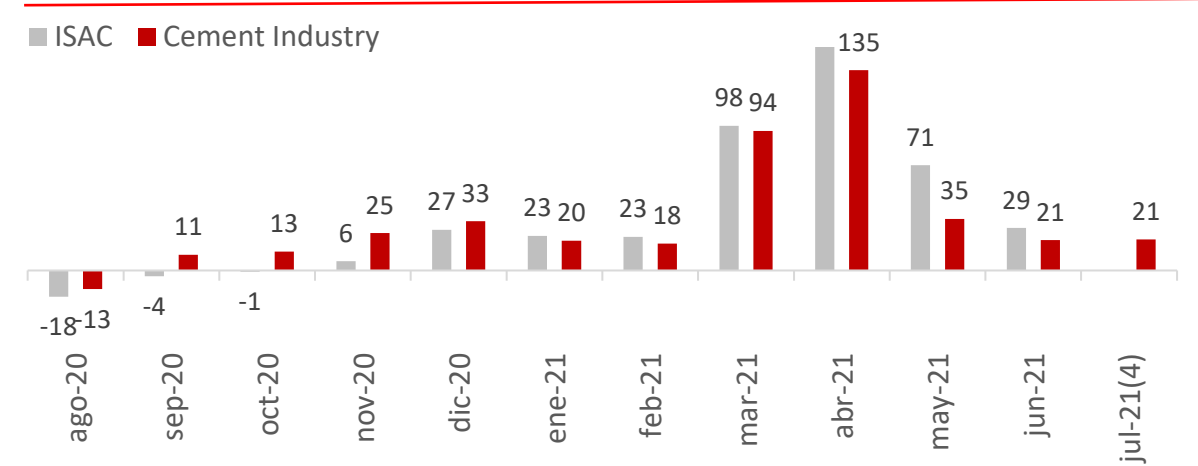
Cement demand begins to exceed pre-pandemic levels



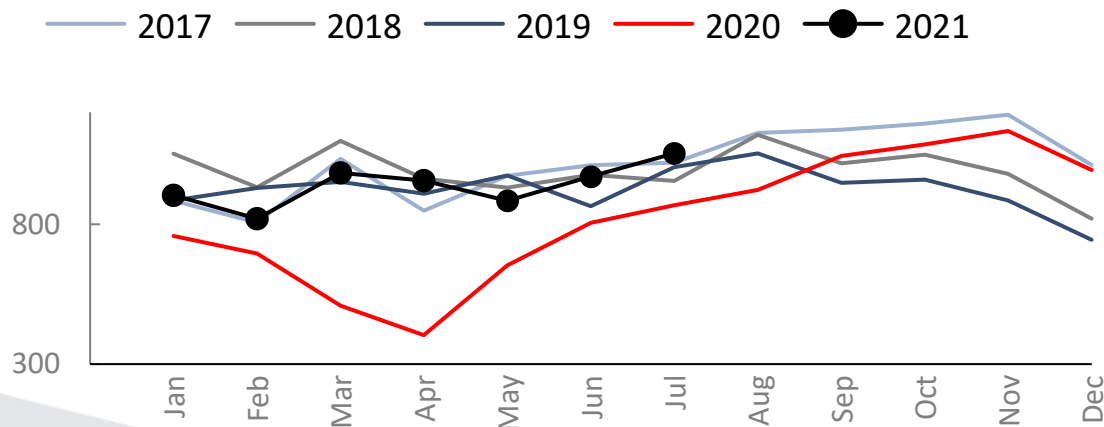
GDP Growth¹ (YoY Growth, %)



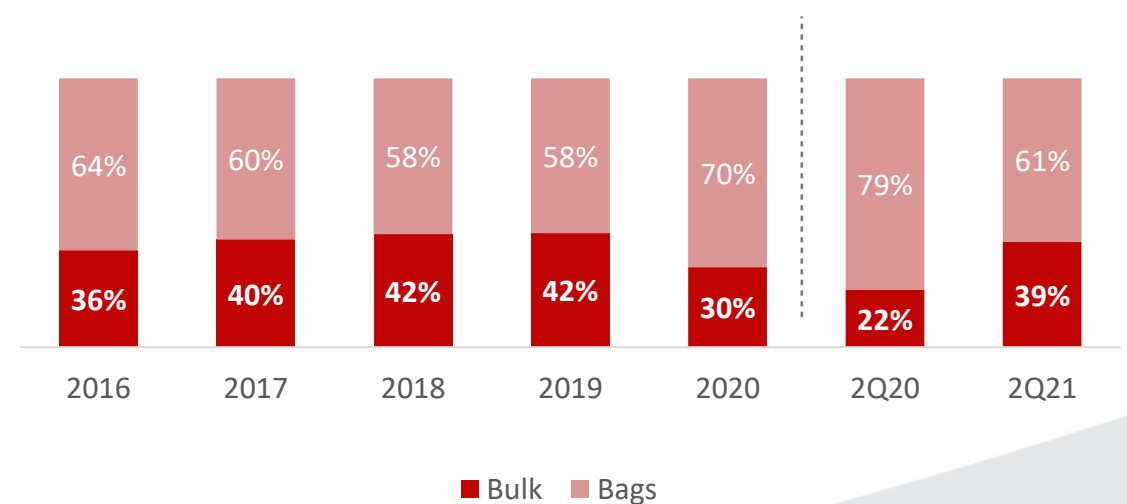
Construction Activity² & Monthly Industry Cement Sales³ (YoY Growth, %)



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' 21 : As of the date of this presentation, ISAC figures were not released

■ Bulk ■ Bags

Revenue's recovery across all segments

Core business driving revenue expansion of 46.6% YoY

Revenue Performance:

- Cement, masonry & lime: increased 43.4% YoY, with volumes expanding 39.5% and positive pricing
- Concrete: up by 491.7% YoY. Volumes recovery from last year's pandemic lockdown 583.6% partially offset by softer pricing
- Railroad: increased by 23.5% YoY. Volumes increase by 69.2% but outweighed by sales mix
- Aggregates: surged by 1000.1% YoY. Volume increase of 620.1% coupled with positive pricing mix



Sales Volumes ⁽¹⁾

| | | 2Q21 | 2Q20 | % Chg. |
|-----------------------------------|-------|------|------|--------|
| Cement, masonry & lime | MM Tn | 1.40 | 1.01 | 39.5% |
| Concrete | MM m3 | 0.12 | 0.02 | 583.6% |
| Railroad | MM Tn | 1.06 | 0.63 | 69.2% |
| Aggregates | MM Tn | 0.20 | 0.03 | 620.1% |

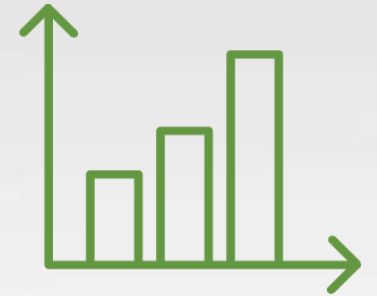
Revenues (AR\$ million) ⁽²⁾

| | 2Q21 | 2Q20 | % Chg. |
|-----------------------------------|--------|-------|---------|
| Cement, masonry & lime | 12,787 | 8,919 | 43.4% |
| Concrete | 977 | 165 | 491.7% |
| Railroad | 1,231 | 997 | 23.5% |
| Aggregates | 195 | 18 | 1000.1% |

| | | | |
|---------------------------|---------------|--------------|--------------|
| Total Net Revenues | 14,269 | 9,735 | 46.6% |
|---------------------------|---------------|--------------|--------------|

(1) Sales volumes include inter-segment sales

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



- **Business Performance**



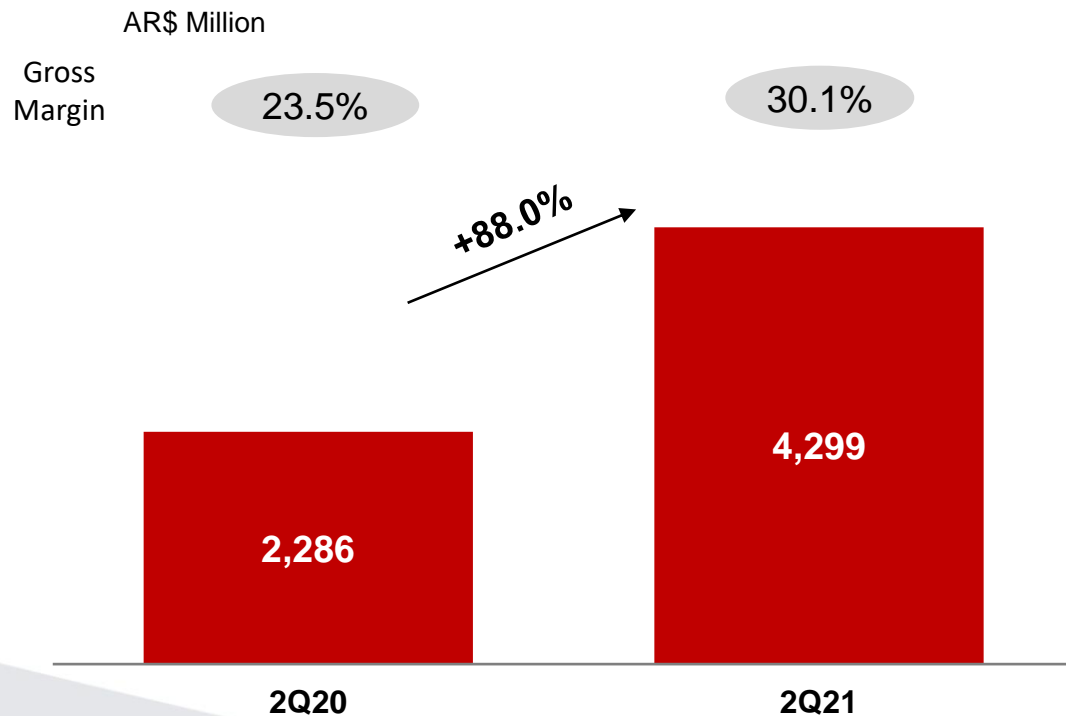
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Gross profit up 88.0%, with 664 bps of margin expansion

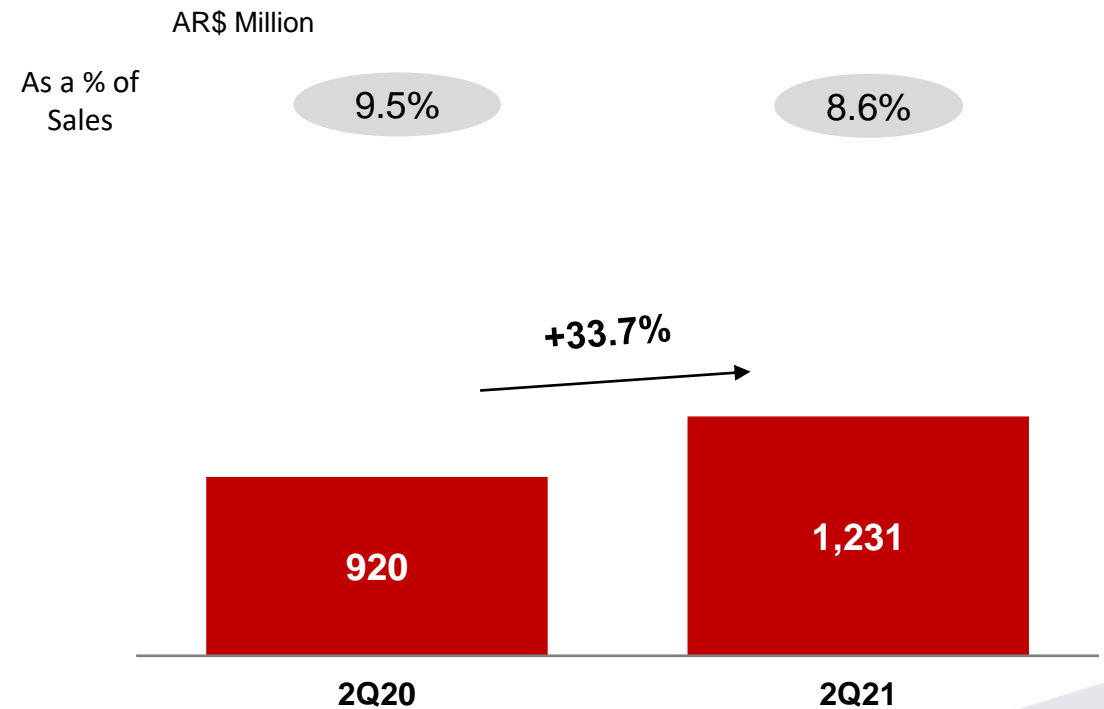


- Consolidated gross profit up 88.0% YoY, with gross margin expanding 664 bps to 30.1% driven by our Cement business
- Cement gross margin expanded in the back of higher operational leverage and positive pricing
- SG&A increased by 33.7% YoY due to higher sales volume, yet as a % of revenues decreased by 83 bps YoY to 8.6%

Gross Profit & Margin



Selling, General & Administrative



Adjusted EBITDA +74.1% YoY with margin expanding 483 bps



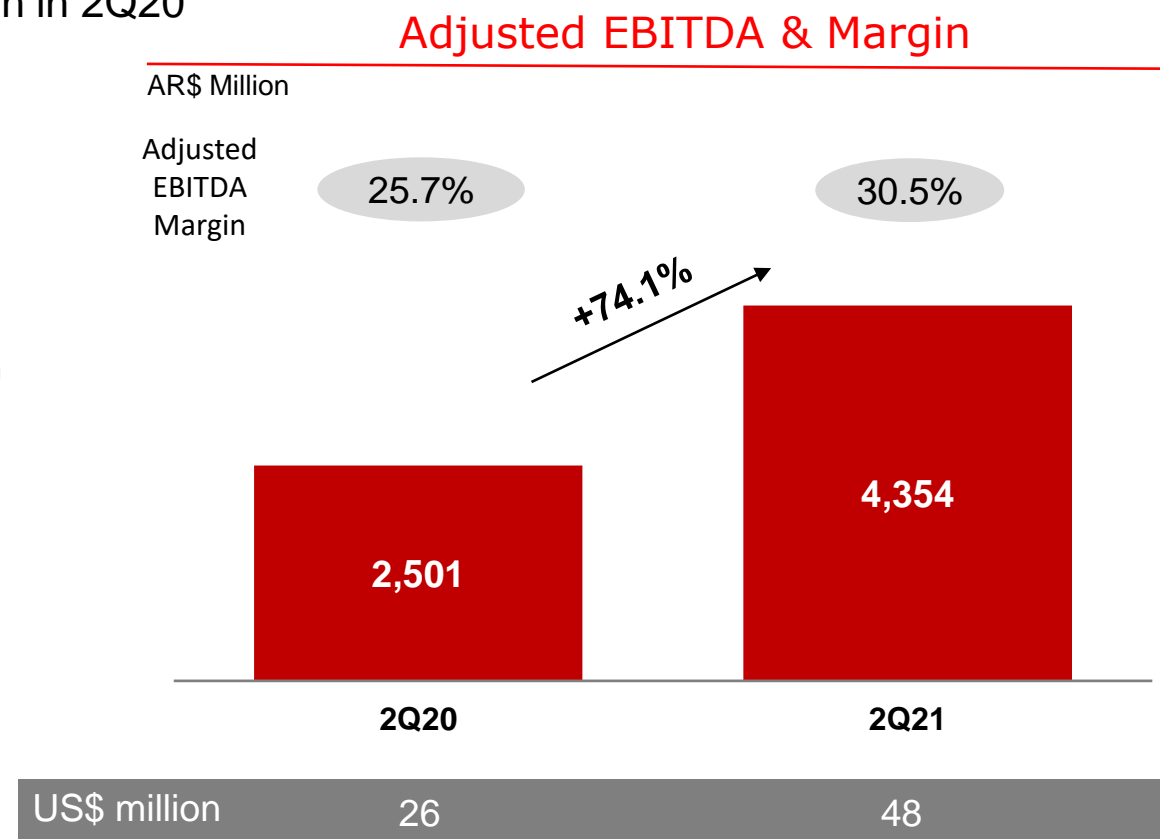
Consolidated Adjusted EBITDA up 74.1% YoY reflecting a persistent momentum in our core cement business

EBITDA of US\$48 million in the 2Q21, compared to US\$26 million in 2Q20

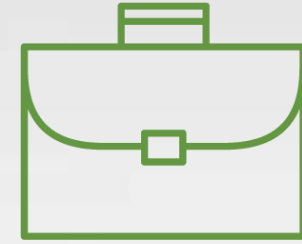
Consolidated Adjusted EBITDA Margin expanded 483 bps to 30.5% from 25.7% in 2Q20

By segments

- Argentine Cement, masonry cement and lime segment** Adjusted EBITDA margin expanded 466 bps to 34.8% with higher operational leverage partially offset with higher energy input costs
- Concrete** Adjusted EBITDA margin improved but remain at negative 6.8%
- Railroad** Adjusted EBITDA margin deteriorated to 4.9% from 7.7%
- Aggregates** Adjusted EBITDA margin improved significantly to 7.7% from -230.8%



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 income strongly impacted by income tax reform



Net Profit breakdown:

- Adjusted EBITDA increased by 74.1% YoY
- Total finance gain of Ps.292 million in 2Q21 compared to a net loss of Ps.1,597 million in 2Q20
 - Foreign exchange gain of Ps. 193 million in 2Q21, compared to a Ps. 864 million loss in 2Q20, due to lower net debt denominated in foreign currency and a real appreciation of the Ps.
 - Gain on net monetary position was Ps.552 million in 2Q21 compared to Ps.102 million on 2Q20
 - Net Financial expense, declined by Ps. 381 million to Ps.453 million compared to Ps. 835 in same quarter last year driven by lower total Financial Debt
- Net Profit Attributable to Owners of the Company in 2Q21 was negative Ps. 1.2 billion impacted by Ps. 3.0 billion one-off effect in deferred taxes as a result of an increase in the income tax rate

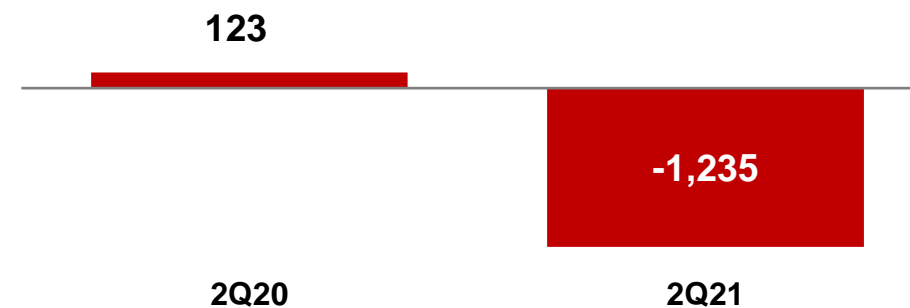
Finance Costs, net

AR\$ Million



Net Profit Attributable to Owners

AR\$ Million



Solid balance sheet with sound debt profile



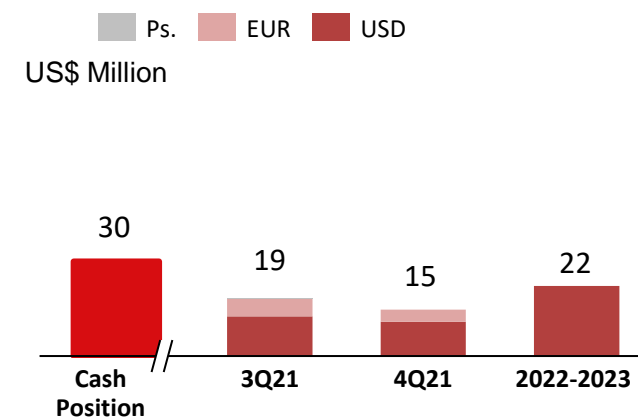
- | **Cash position** of Ps. 2.9 billion and total debt at Ps. 5.4 billion as of end of 2Q21
- | **Net Debt** of Ps. 2.5 billion (US\$ 26 mm) in Jun'21 with Debt reduction of US\$21 million in the quarter.
- | **Net Debt/ LTM Adj. EBITDA ratio** of 0.13x in 2Q21 compared with 0.16x in FY20
- | **In 2Q21, Operating cash generation** was dedicated to income tax payments and seasonal working capital requirements
- | **Capital expenditures** of Ps.1.4 billion (L´Amalí expansion represented 22%)
- | **Share Repurchased in 2Q21** amounted Ps. 511 million

Cash Flow Highlights

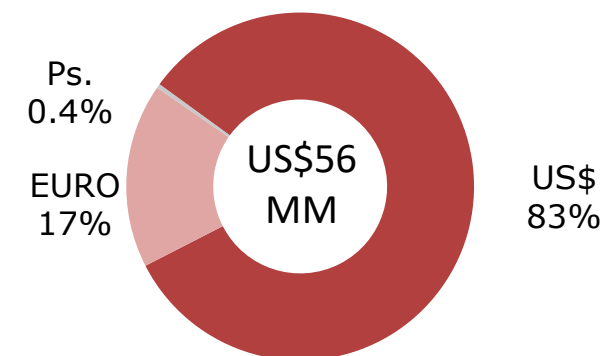
(amounts expressed in millions of pesos, unless otherwise noted)

| | 2Q21 | 2Q20 |
|---|--------------|--------------|
| Net cash generated by operating activities | (28) | 4,144 |
| Net cash used in investing activities | (1,205) | (1,464) |
| Net cash (used in) generated by financing activities | (2,256) | (1,632) |
| Cash and cash equivalents at the end of the period | 1,160 | 3,392 |

Debt Maturity schedule



Debt by Currency





2021 Outlook



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2021 Outlook

- | With Cement demand continuing the recovery trend, with bulk segment starting to improve, moderate growth versus pre-pandemic levels is expected by year by the year end
- | L´Amalí new clinker line started up in June, and full second line moves towards completion in next month
- | Confirmed railway scheme. Ferrosur Roca railway concession to be expired in March 2023
- | World-class profitability, strong cash flow generation and balance sheet, are the foundations of a promising future



New kiln – Started up in June



New Cement mill close to completion



New dispatch centre close to completion



Financial Tables



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Adjusted EBITDA Reconciliation & Margin



Table 4: Adjusted EBITDA Reconciliation & Margin

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

| | Three-months ended | | | Six-months ended | | |
|--|--------------------|--------------|-----------------|------------------|--------------|-----------------|
| | June 30, | | | June 30, | | |
| | 2021 | 2020 | % Chg. | 2021 | 2020 | % Chg. |
| Adjusted EBITDA reconciliation: | | | | | | |
| Net profit (loss) | (1,265) | 166 | n/a | 1,583 | 1,560 | 1.5% |
| (+) Depreciation and amortization | 1,201 | 1,132 | 6.2% | 2,274 | 2,206 | 3.1% |
| (+) Tax on debits and credits to bank accounts | 158 | 103 | 53.1% | 297 | 265 | 12.0% |
| (+) Income tax expense | 4,551 | (220) | n/a | 5,870 | 291 | 1917.8% |
| (+) Financial interest, net | 420 | 711 | -40.9% | 837 | 1,134 | -26.2% |
| (+) Exchange rate differences, net | (193) | 864 | n/a | (217) | 1,129 | n/a |
| (+) Other financial expenses, net | 34 | 124 | -72.9% | 102 | 264 | -61.6% |
| (+) Gain on net monetary position | (552) | (102) | 442.1% | (1,171) | (297) | 293.7% |
| (-) Income from discontinued operations | - | 277 | n/a | - | 561 | n/a |
| Adjusted EBITDA | 4,354 | 2,501 | 74.1% | 9,576 | 5,990 | 59.9% |
| <i>Adjusted EBITDA Margin</i> | <i>30.5%</i> | <i>25.7%</i> | <i>+483 bps</i> | <i>33.1%</i> | <i>29.2%</i> | <i>+398 bps</i> |

Balance Sheet



Table 8: Condensed Interim Consolidated Statements of Financial Position

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

| | As of June 30, 2021 | As of December 31, 2020 | | | |
|---------------------------------|------------------------|----------------------------|---|---------------|---------------|
| ASSETS | | | SHAREHOLDERS' EQUITY | | |
| Non-current assets | | | Capital stock and other capital related accounts | 18,066 | 18,860 |
| Property, plant and equipment | 66,464 | 67,120 | Reserves | 37,686 | 23,460 |
| Right to use assets | 314 | 561 | Retained earnings | 1,651 | 14,226 |
| Intangible assets | 198 | 241 | Equity attributable to the owners of the Company | 57,402 | 56,546 |
| Investments | 4 | 4 | Non-controlling interests | 272 | 340 |
| Goodwill | 44 | 44 | TOTAL SHAREHOLDERS' EQUITY | 57,675 | 56,886 |
| Inventories | 2,587 | 2,702 | LIABILITIES | | |
| Other receivables | 609 | 603 | Non-current liabilities | | |
| Total non-current assets | 70,220 | 71,274 | Borrowings | 557 | 2,343 |
| Current assets | | | Accounts payables | - | 128 |
| Inventories | 7,909 | 6,883 | Provisions | 562 | 611 |
| Other receivables | 1,195 | 1,525 | Salaries and social security payables | 68 | 48 |
| Trade accounts receivable | 3,819 | 3,746 | Debts for leases | 242 | 489 |
| Investments | 2,576 | 5,149 | Other liabilities | 67 | 140 |
| Cash and banks | 338 | 334 | Deferred tax liabilities | 11,727 | 9,119 |
| Total current assets | 15,838 | 17,638 | Total non-current liabilities | 13,223 | 12,878 |
| TOTAL ASSETS | 86,059 | 88,912 | Current liabilities | | |
| | | | Borrowings | 4,841 | 5,729 |
| | | | Accounts payable | 5,261 | 6,759 |
| | | | Advances from customers | 615 | 917 |
| | | | Salaries and social security payables | 1,694 | 1,782 |
| | | | Tax liabilities | 2,523 | 3,614 |
| | | | Debts for leases | 91 | 176 |
| | | | Other liabilities | 136 | 171 |
| | | | Total current liabilities | 15,160 | 19,149 |
| | | | TOTAL LIABILITIES | 28,384 | 32,027 |
| | | | TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES | 86,059 | 88,912 |

Income Statement



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Table 9: Condensed Interim Consolidated Statements of Profit or Loss and Other Comprehensive Income
(amounts expressed in millions of pesos, unless otherwise noted)

| | Three-months ended June 30, | | | Six-months ended June 30, | | |
|---|--------------------------------|--------------|----------------|------------------------------|--------------|---------------|
| | 2021 | 2020 | % Change | 2021 | 2020 | % Change |
| Net revenue | 14,269 | 9,735 | 46.6% | 28,888 | 20,536 | 40.7% |
| Cost of sales | (9,971) | (7,449) | 33.8% | (19,290) | (14,958) | 29.0% |
| Gross profit | 4,299 | 2,286 | 88.0% | 9,598 | 5,578 | 72.1% |
| Selling and administrative expenses | (1,231) | (920) | 33.7% | (2,428) | (1,866) | 30.1% |
| Other gains and losses | 85 | 3 | 2440.9% | 132 | 73 | 81.6% |
| Tax on debits and credits to bank accounts | (158) | (103) | 53.1% | (297) | (265) | 12.0% |
| Finance gain (cost), net | | | | | | |
| Gain on net monetary position | 552 | 102 | 442.1% | 1,171 | 297 | 293.7% |
| Exchange rate differences | 193 | (864) | n/a | 217 | (1,129) | n/a |
| Financial income | 414 | 15 | 2661.4% | 135 | 41 | 232.7% |
| Financial expenses | (868) | (850) | 2.1% | (1,074) | (1,439) | -25.3% |
| Profit (loss) before taxes | 3,286 | (331) | n/a | 7,453 | 1,289 | 478.1% |
| Income tax expense | | | | | | |
| Current | (1,537) | 111 | n/a | (3,262) | (293) | 1013.3% |
| Deferred | (3,015) | 109 | n/a | (2,608) | 2 | n/a |
| Net profit (loss) from continuing operations | (1,265) | (111) | 1042.5% | 1,583 | 998 | 58.6% |
| Income from discontinued operations | - | 277 | n/a | - | 561 | n/a |
| Net profit (loss) | (1,265) | 166 | n/a | 1,583 | 1,560 | 1.5% |

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, | |
|---|--------------------------------|----------------|------------------------------|----------------|
| | 2021 | 2020 | 2021 | 2020 |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | | |
| Net profit (loss) | (1,265) | 166 | 1,583 | 1,560 |
| Adjustments to reconcile net profit (loss) to net cash provided by operating activities | 5,577 | 1,766 | 7,902 | 3,666 |
| Changes in operating assets and liabilities | (4,339) | 2,212 | (6,263) | (905) |
| Net cash generated by operating activities | (28) | 4,144 | 3,222 | 4,322 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | | |
| Proceeds from disposal of Yguazú Cementos S.A. | 156 | - | 250 | - |
| Property, plant and equipment, Intangible Assets, net | (1,341) | (1,464) | (2,475) | (7,820) |
| Contributions to Trust | (20) | (0) | (42) | (33) |
| Investments | (0) | - | (1,856) | - |
| Net cash (used in) investing activities | (1,205) | (1,464) | (4,124) | (7,853) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | | |
| Proceeds / Repayments from borrowings, Interest paid | (1,745) | (1,632) | (2,236) | 4,766 |
| Share repurchase plan | (511) | - | (794) | - |
| Net cash generated by (used in) by financing activities | (2,256) | (1,632) | (3,031) | 4,766 |
| Net increase (decrease) in cash and cash equivalents | (3,488) | 1,049 | (3,932) | 1,234 |
| Cash and cash equivalents at the beginning of the year | 4,829 | 2,347 | 5,484 | 2,225 |
| Effect of the re-expression in homogeneous cash currency ("Inflation-Adjusted") | (55) | (29) | (95) | (94) |
| Effects of the exchange rate differences on cash and cash equivalents in foreign currency | (126) | 25 | (297) | 26 |
| Cash and cash equivalents at the end of the period | 1,160 | 3,392 | 1,160 | 3,392 |

IR Contact

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Thank you!



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