



CORPORATE PRESENTATION



February 2025



This Presentation may contain forward-looking statements concerning management's current expectations for future operating and financial performance, based on assumptions currently believed to be valid and recent acquisitions, its financial and business impact, management's beliefs and objectives with respect thereto. Forward-looking statements are all statements other than statements of historical facts. The words "anticipates", "may", "can", "plans", "believes", "estimates", "expects", "projects", "intends", "likely", "will", "should", "to be", and any similar expressions or other words of similar meaning are intended to identify those assertions as forward-looking statements. It is uncertain whether the events anticipated will transpire, or if they do occur what impact they will have on the results of operations and financial condition of Aceros Arequipa whether individually or as a consolidated Company. Aceros Arequipa and its subsidiaries do not undertake any obligation to update the forward-looking statements included in this Presentation to reflect subsequent events or circumstances.



- Company overview

Market & business overview

Financial highlights

Corporate information & ESG*

Why Aceros Arequipa?

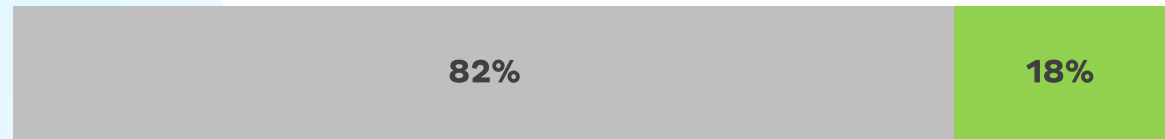
(*) Environmental, Social, and Governance

#1 player in the Peruvian steel market with a growing regional footprint



REVENUE
2024
1,264 US\$ million

REVENUE BY DESTINATION



REVENUE BY PRODUCT



*Other Countries category includes recurrent markets (Bolivia, Colombia and Ecuador), and non-recurrent markets (Brazil, Dominican Republic, among others)
** Some merchant bars and Steel tubes are imported

SUBSIDIARIES / AFFILIATES



Not included as part of Aceros Arequipa's Consolidated Financial Statements

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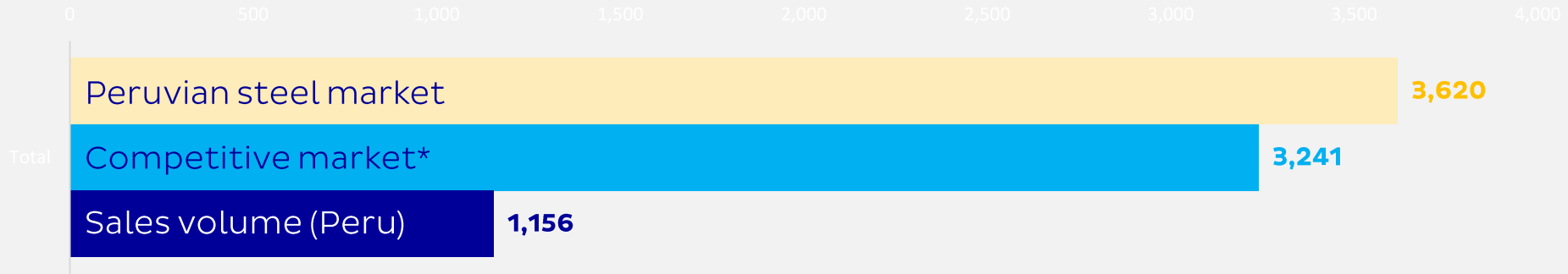
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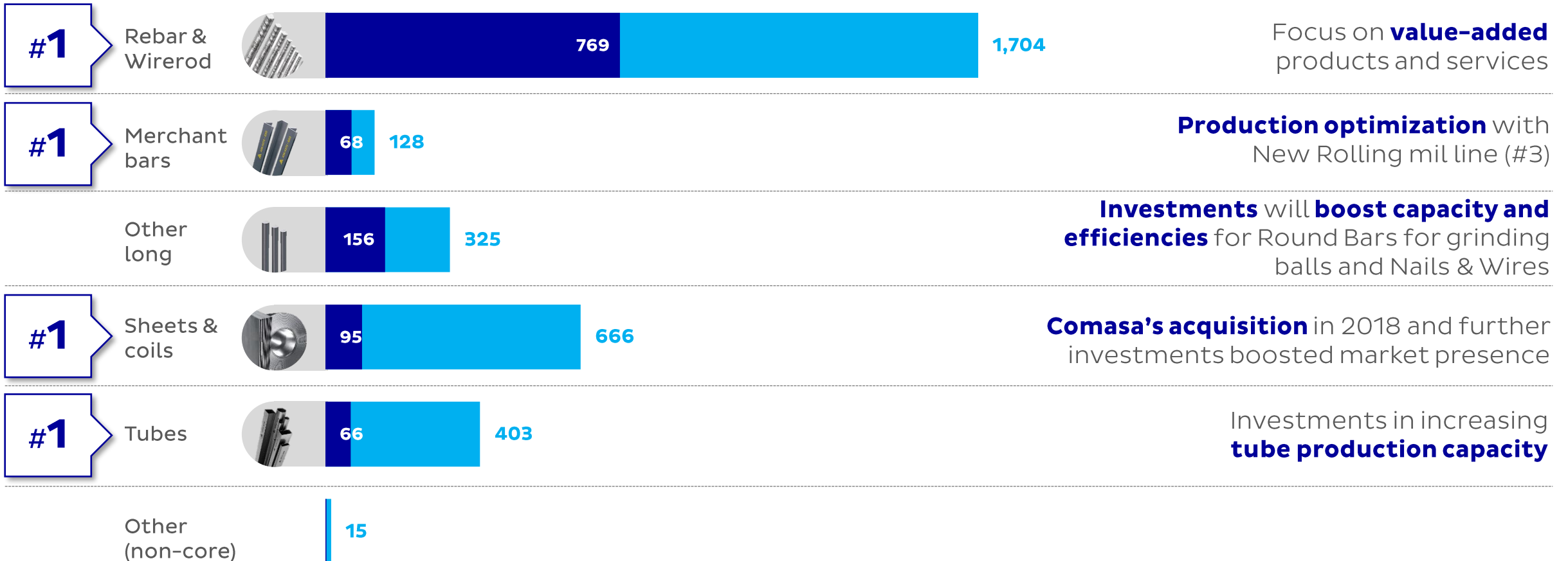
Why Aceros Arequipa?

Peruvian steel market 2024

(thousand tons)



Sustained **leadership** in all core categories... ..with initiatives to leverage on **growth potential**



SOURCE: Company estimates based on imports, production and other public information.
 *Competitive market is the total Peruvian Steel market excluding products that are not commercialized by Aceros Arequipa

Go-to-market & distribution capabilities



SELF-CONSTRUCTION

Homebuilding & domestic metalwork



Better reach to self-constructors through nationwide distribution capabilities and strategic partnerships with small retailers



Comfer acquisition (2021) and investments complemented our portfolio with a nails and wires plant.



CONSTRUCTION COMPANIES

Whole-range building



Value-added services to provide efficiencies and minimize costs for construction companies



Design and BIM services for construction companies and industrial clients



Cut & bend steel products for construction



On-site Rebar & Wirerod installation service



INDUSTRY

Industrial products & equipment



Comasa acquisition (2018)

- Increased our **market presence** in the industrial segment
- Complemented our portfolio and services with a **steel center and tubes plant**



Investments in increasing and modernizing **tubes production capacity** (Peru and Bolivia)



MINING

Consumables for mineral grinding and mine support



Round bars for grinding mining balls:

- **Melt-shop N°2 / Vaccum Degasser** allows us to produce billets required for **Round balls for grinding mining balls**
- **New Rolling mill line (#3)** will allow us to boost production capacity for Round Bars for grinding balls.



Annual Production Capacity (thousand tons)



State-of-the-art equipment makes ours one of the most efficient plants in the region



Track Record of strategic investments



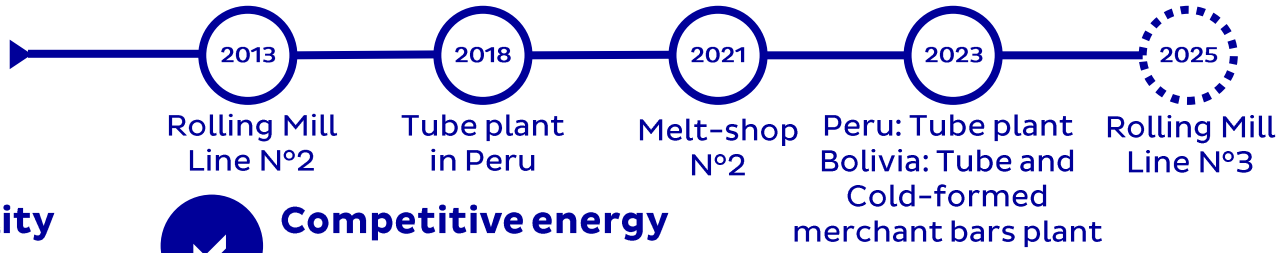
Largest long-steel products producer in Peru



Product availability vs importers



Competitive energy costs



(*) The Melt Shop N°1 is currently in standby mode.
 (**) The company imported billets only up to 2021.

RAW MATERIALS FLEXIBILITY



Current and future initiatives

Non-Ferrous recovery



Waste reuse



Scrap cleaning process



Further growth (organic / inorganic) in regional and international scrap yards



Investment in restarting the Melt-Shop N°1 to supply billets for further growth





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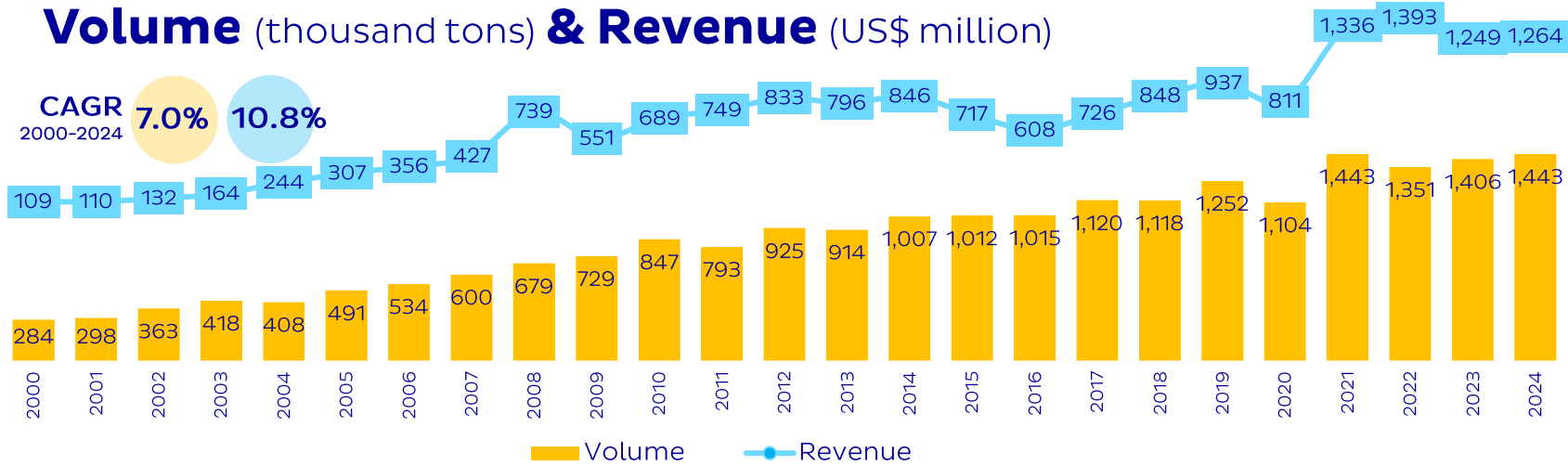
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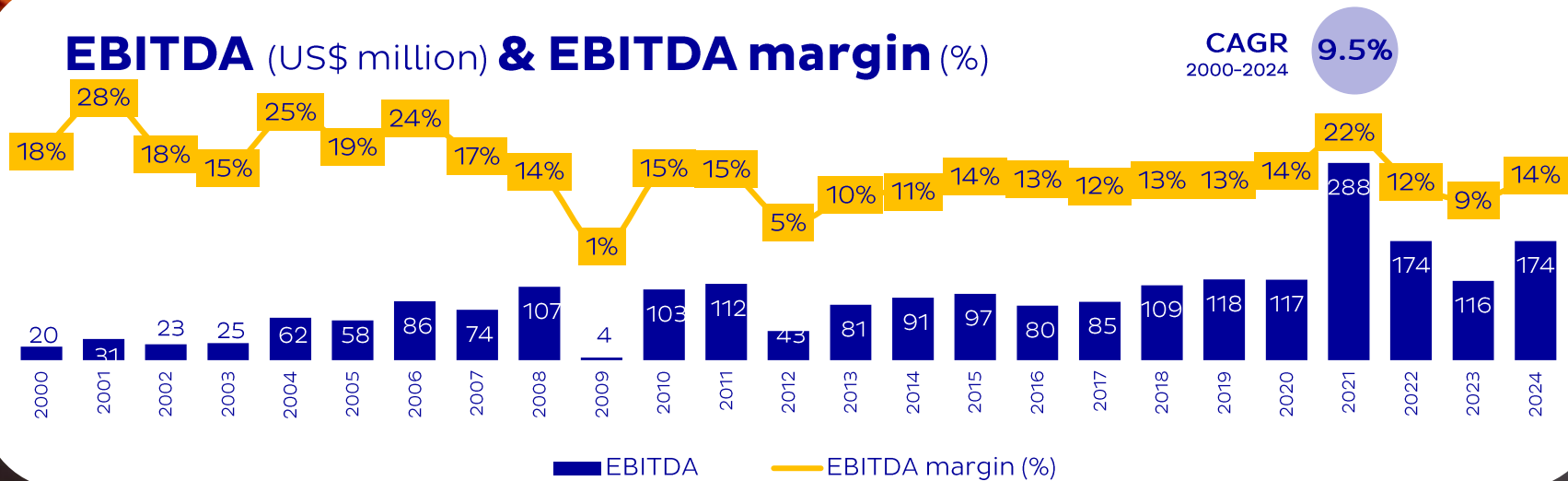
Why Aceros Arequipa?

A track record of **growth** and **value** generation

Volume (thousand tons) & Revenue (US\$ million)



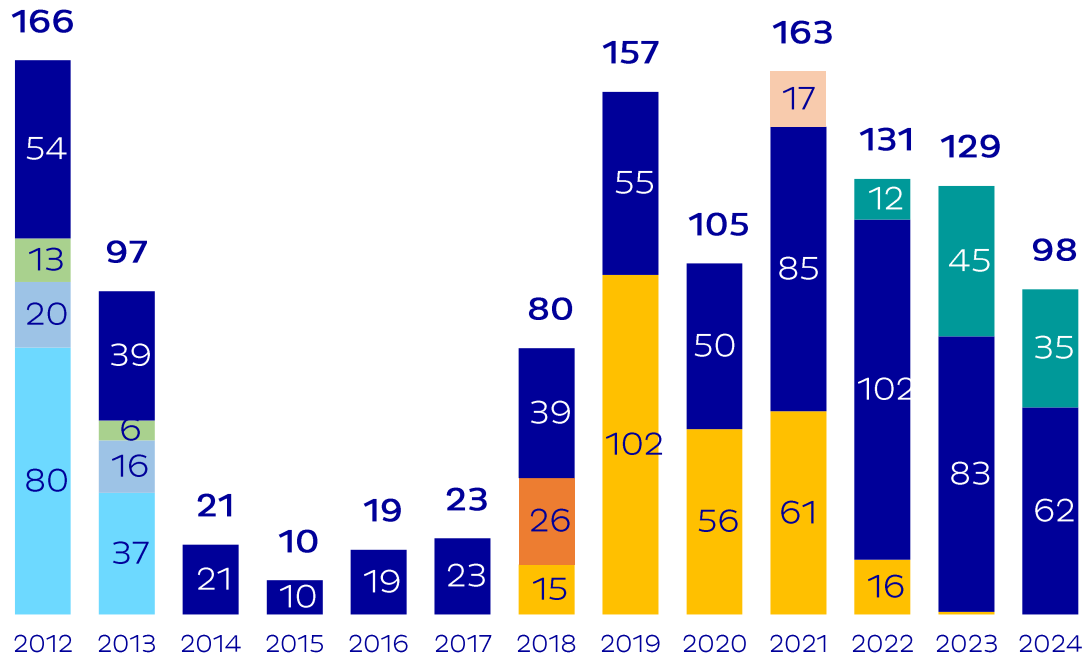
EBITDA (US\$ million) & EBITDA margin (%)



*Since 2011, the Company reports under IFRS, previously it reported under Peru GAAP

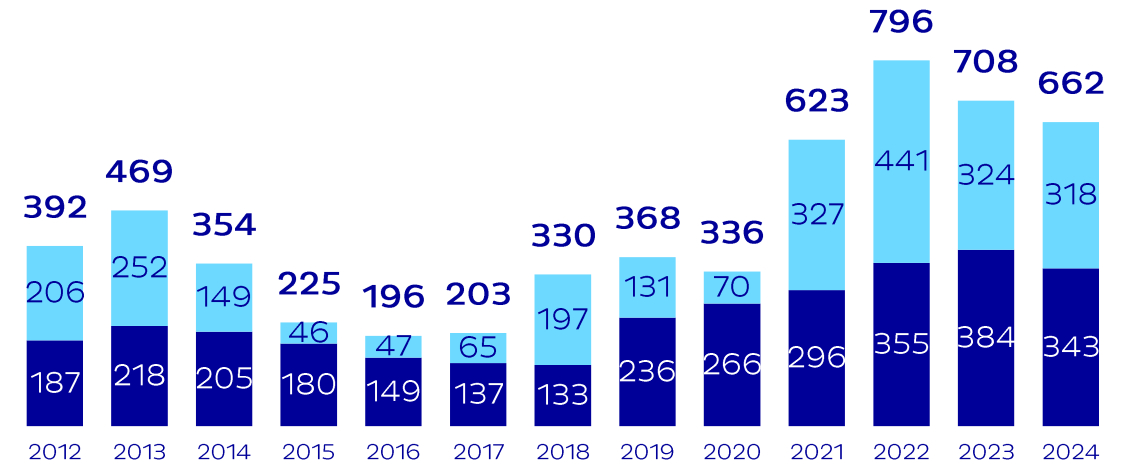
Following a roadmap of timely investments

CAPEX (US\$ million)



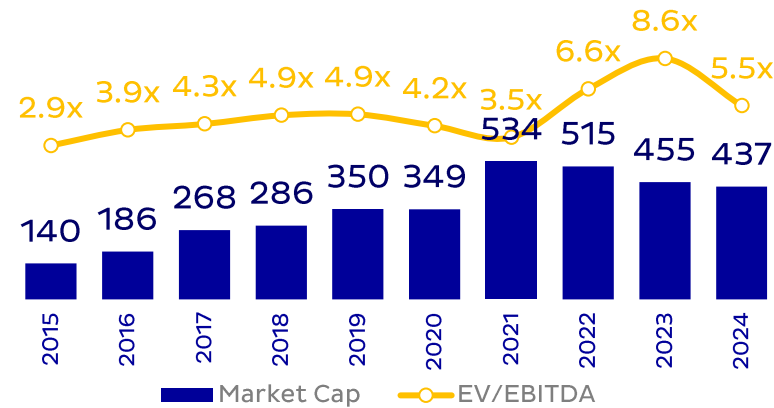
- Rolling mill - Line N°2
- SAP - ERP
- Comasa
- Comfer
- Warehouses (Pisco)
- Melt-Shop N°2
- Other
- Rolling mill - Line N°3

Total Debt (US\$ million)



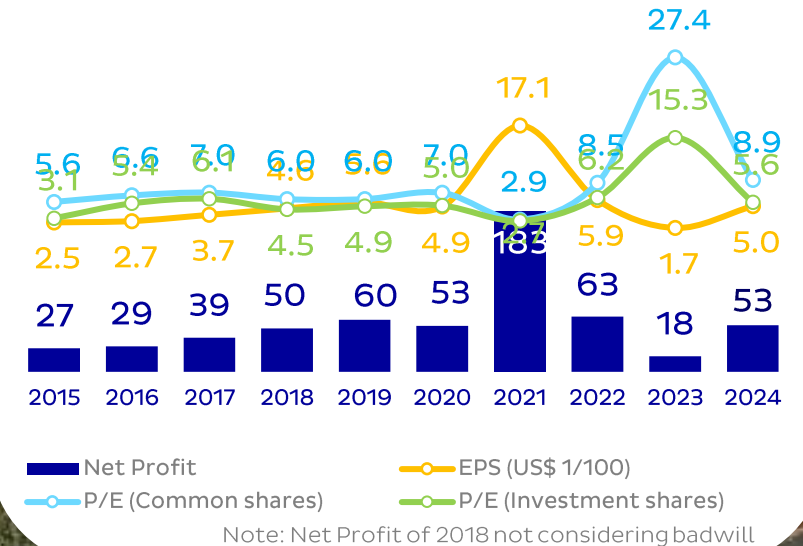
- Long term debt
- Short term debt

Market Valuation (US\$ million)



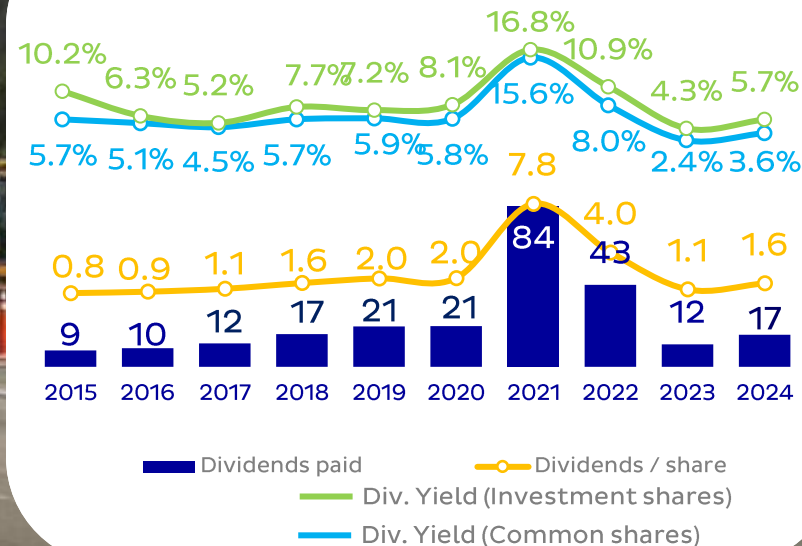
Note: Market Cap does not factor in treasury stock

Net Profit (US\$ million)



Note: Net Profit of 2018 not considering badwill

Dividendos (US\$ millones)



Dividend payout policy of 40% of annual net profit

The approved dividend amount is disbursed in full following two advance payments of 10% and 24% during the period

Common Shares:
CORAREC1

Investment Shares:
CORAREI1

Note: Investment shareholders do not hold voting rights

Member of
S&P/BVL Peru General Index

Member of
Dow Jones Sustainability Indices

Powered by the S&P Global CSA



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Why Aceros Arequipa?

Corporate Governance

Board of directors

Ricardo **Cillóniz C.** (P)
Fernando **Carbajal** (VP)
Jordan **Ponce**
Pedro **Blay**
Ricardo **Bustamante**
Renee **Cillóniz**

Giselle **Ferrand***
Manuel **Montori***
Enrique **Olazabal**
Pablo **Peschiera**
Jorge **Von Wedemeyer**
Andreas **Von Wedemeyer**

*Independent

Executive management

Management team



Ricardo Cillóniz C.
Chairman
MBA - Michigan State University



Gonzalo Arróspide
Commercial



Mariana Talavera
Supply Chain



Ricardo Guzmán
CFO, IRO



Ricardo Cillóniz R.
Projects & Mining & CSR



Michael Lecca
Production



Fernando Bustamante
Strategy, Environment & Risks



Mariana Olivares
Legal Affairs



Humberto Barragán
Internal Audit



Tulio Silgado
CEO
Kellogg School of Management



Diego Arróspide
Strategic Sourcing



Juan Manuel Otoyá
Human Resources




Rafael Cáceres
IT

Corporate Governance



Fair treatment

Dividend Policy  **40%** of Net Profit **After** advancements of 10% & 24%

Corporate Information Policy



Shareholder Meeting Regulations

2 Special Committees

AUDIT & RISK MANAGEMENT	HUMAN RESOURCES
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Risk Management Policy

Big 4 audit Firms To be reviewed every **3 years**

12 members  **17%** Women  **17%** Independent

Safety is our priority

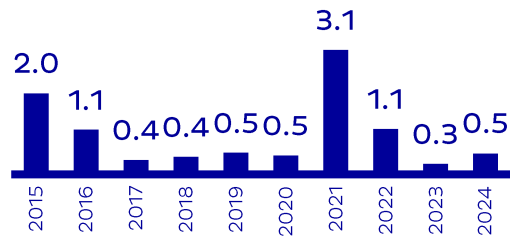


ISO 45001
Since 2018

- ✓ Sustainable safety culture

Our goal is to always reach **zero accidents** in our operations

Accident rate
(frequency index x severity index)



Focus on Quality Management



ISO 9001
Since 1997

- ✓ Process management and continuous improvement
- ✓ Our metallurgical testing laboratory has ISO/IEC 17025 accreditation
- ✓ Our products have Colombian and Brazilian quality certificates



Reduced environmental impact



ISO 14001
Since 2010



Awarded a **4° star in Carbon Footprint Perú** by MINAM for the efforts in our environmental management.

Winner of the ESG Award (Environmental category) from the Semana Económica journal - 2024.

Ongoing investments in new technologies and developments to reduce environmental impact

Financing:

- Short-term and loan labelled as Green Loan (USA)
- Line of credit for working capital (scrap imports) certified as “sustainable”

Responsible management under a control and value framework



ISO 37001 Anti-bribery management systems
Since 2023

- ✓ Solid corporate guidelines
- ✓ Comprehensive risk management
- ✓ Communication channel for complaints about unethical practices

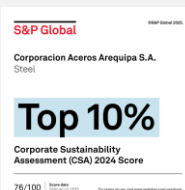
Sustainable Management



Received the “**Empresa con Gestión Sostenible**” (Sustainable Management Company) award (2023) with an outstanding score, with a special recognition in the “Ethics and Integrity” category

Received “**Empresa Socialmente Responsable**” distinctive in 2017, 2018, 2019, 2020, 2021 and 2022. This distinctive recognized the management commitment with the social, environmental and economic sustainability.

Member of
Dow Jones Sustainability Indices
Powered by the S&P Global CSA
(5th consecutive year)





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● Why Aceros Arequipa?

Why Aceros Arequipa?



1 Market leader in Peru, with local & regional upside



Market Growth

- Infrastructure gap in Peru is still high
- Mining sector: round bars for grinding mining balls
- Potential growth in international markets



Market Share Gain

- New products
- Potential acquisitions
- Value-added services

2 Efficient Operational Model



Nationwide distribution with an expanding footprint over the region



State of the art-equipment

- Rolling mill N°2 (2013)
- Melt-Shop N°2 (2021)
- Non-ferrous recovery (2023)
- Tube plants (2018 and 2023)



#1 Scrap buyer in Peru, an atomized market with low volatility



Further investments

- Rolling mill N°3 (2025)
- Scrap yards
- New distribution center (Lurin)
- Nails & Wires plant renewal

3 Track record of growth and value creation



Sustained growth CAGR '00-'24
Revenue: 11%
EBITDA: 10%



Higher EBITDA and lower Capex for 2025

4 Sustainable platform



Solid and motivated professional team in a lean corporate structure



Recognized **top-notch ESG performance**



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Or scan the following **QR code:**

