



# CORPORATE PRESENTATION



March 2026



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

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Why Aceros Arequipa?

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Market & business overview

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Financial highlights

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Corporate information & ESG\*

(\*) Environmental, Social, and Governance

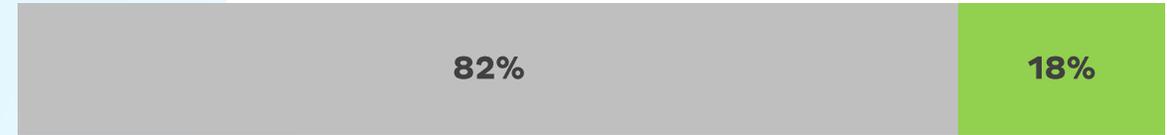
# #1 Player in the Peruvian Steel Market With a Growing Regional Footprint



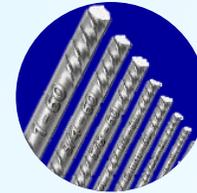
**REVENUE 2025**  
**US\$ 1,458 mm**

**EBITDA 2025**  
**US\$ 231 mm (15.8%)**

## REVENUE BY DESTINATION



## REVENUE BY PRODUCT



Rebar



Merchant bars\*\*



Steel wire



Steel tubes\*\*



Sheets, plates & coils



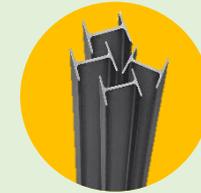
Wirerod



Round bars for grinding balls



Nails



Steel beams



Corrugated steel sheets

100% imported

\*Includes recurrent markets such as Bolivia, Colombia and Ecuador, and non-recurrent markets such as Brazil, Dominican Republic, among others

\*\* Some merchant bars and steel tubes are imported



# Strategic corporate structure designed to boost regional and international footprint

Local subsidiaries aimed to support business operations and lead the steel industry with value added services

 PERU  
Parent Company

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 **CORP. ACEROS AREQUIPA S.A.**

Consolidated Revenues:  
US\$ 1,458 million

 BOLIVIA

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 **CORP. ACEROS AREQUIPA S.R.L.**

Revenue:  
US\$ 176.8 million

 COLOMBIA

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 **ACEROS AREQUIPA S.A.S.**

Revenue:  
US\$ 24.1 million

 ECUADOR

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 **CORP. ACEROS AREQUIPA A.A. S.A.S.**

Revenue:  
US\$ 15.7 million

 CHILE

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 **CORP. ACEROS AREQUIPA SPA**

Revenue:  
US\$ 15.4 million

 USA

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 **ACEROS AMERICA CORP**

Port Manatee      St. Pete      Tampa

Revenue:  
US\$ 82.3 million

 PERU

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Revenue:  
US\$ 3.4 million  
Value-added design and engineering services for the construction industry

 PERU

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Revenue:  
US\$ 18.5 million  
Local and regional cargo transportation services

 PERU      10%\*\*

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2 hydroelectric power plants:  
El Platanal 227MW & Marañon 19.9MW  
1 thermal power plant: Termochilca 300MW

All figures as of 2025 FY. The companies listed above are not exhaustive and exclude other smaller entities, such as Corporación Aceros Arequipa Iquitos S.A.C., Comercial del Acero S.A.C. and Comfer S.A. (both in liquidation process), Inmobiliaria Comercial del Acero Cajamarquilla S.A., Inmobiliaria Comercial del Acero Argentina S.A., and Mining concessions which are under Corp. Aceros Arequipa S.A.. \*Minority shareholders have 0.01% equity. \*\*Aceros Arequipa holds a 10% equity share, thus not included as part of the Consolidated Financial Statements, controlling shareholder is Grupo UNACEM



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# Why Aceros Arequipa?

## 1 Strong Industry Tailwinds and a Leading Market Position



Peru's steel industry expansion has been supported by the **resilient self-construction, public infrastructure and mining sectors**

The **industry shows a significant upside\*** from the country's housing deficit of 1.9mm homes, a visible pipeline of PPP projects of ~US\$28bn and a multi-billion portfolio of mining projects of ~US\$64bn



**Strong market position in all product categories**, makes us the undisputed market leader with 34% market share

**Our strategic positioning has served as a hedge** against the entry of low-price imports

## 2 State-of-the-Art Assets and Efficient Operational Model



**State-of-the-art facilities equipped with advanced technology**, enables high productivity and consistent quality standards



**#1 local scrap buyer with a national, regional and international sourcing networks**, ensuring raw material availability



**Deep nation-wide distribution platform** reaching +4.7k points of sale and +3.7k direct clients **with strong brand positioning, structural advantages difficult to replicate**



**Vertically integrated operating model** across sourcing, steelmaking, rolling, commercialization, and distribution, with nationwide commercial reach

## 3 Track-Record of Growth and Value Creation



Sustained growth in both volume and revenues while maintaining stable and attractive **EBITDA margins** of ~14% in average for the last decade



**Growth and margin preservation supported by +US\$450mm invested** in capacity expansion in the last 10 years, including a new Melt Shop and two Rolling Mills

## 4 Experienced Management and Sustainable Platform



**Seasoned and motivated management team** with ~13 years of experience working at Aceros Arequipa



**Referent of top-notch ESG performance** with international recognition for its best practices and commitment

\*Source: GRADE, ProInversión, MINEM

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# Leader in the Peruvian Steel Market 2025

(thousand tons)

Competitive market\*

4,006

Sales volume (Peru)



1,350 **34%**



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



Focus on **value-added** products and services



**Production optimization** with New Rolling Mill line



**Investments** will **boost capacity and efficiencies** for Round Bars for grinding balls and Nails & Wires



**Acquisitions** in 2018 and further investments boosted market presence



Investments in increasing **tube production capacity**



Source: Company estimates based on imports, production and other public information.  
\*Competitive market is the total Peruvian Steel market excluding tin, since it is a product that is not commercialized by Aceros Arequipa

# Go-to-market & Distribution capabilities



## Self-Construction

Homebuilding & domestic metalwork



We provide full nationwide coverage to self-constructors through our distribution network and strategic partnerships with +4,700 small retailers



We strengthened our portfolio through strategic acquisitions and investments, adding a nails and wires manufacturing plant



## Construction Companies

Whole-range building



Value-added services designed to drive efficiencies and minimize costs for +800 construction companies served

**TSC** innovation.

Design and BIM services for construction companies and industrial clients

**ACEDIM**

Cut & bend steel products for construction

**ACERO INSTALADO**

On-site Rebar & Wirerod Installation service



## Industry

Industrial products & equipment



Through strategic acquisitions, including a steel service center and a tubes plant, we have strengthened our market presence and enhanced our ability to serve +2,900 industrial clients



We invested in expanding and modernizing our tubes production capacity across Peru and Bolivia



## Mining

Consumables for mineral grinding and mine support



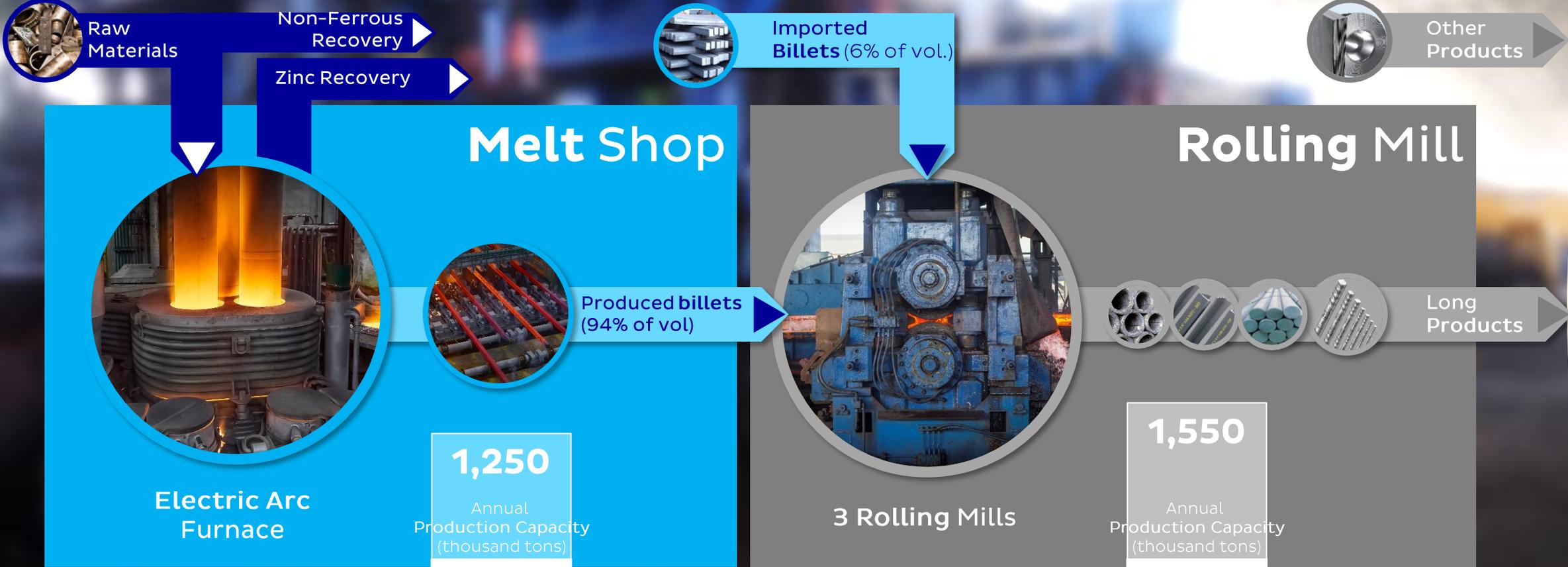
Our presence in the mining segment expanded to more than 80 mining companies, supported by the incorporation of new production capabilities:

- Melt Shop and Vacuum Degasser for billet production for grinding mining balls
- New Rolling Mill line increasing round bar capacity for grinding balls

**State-of-the-art  
Production Plant,  
One of the Most  
Efficient in the Region**

- ✓ **Largest long-steel producer in Peru**
- ✓ **Product availability vs importers**
- ✓ **Competitive energy costs**

✓ **Track record of strategic investments**



# Raw Materials Flexibility



## Current and future initiatives

Non-ferrous recovery



Waste reuse



Scrap cleaning process

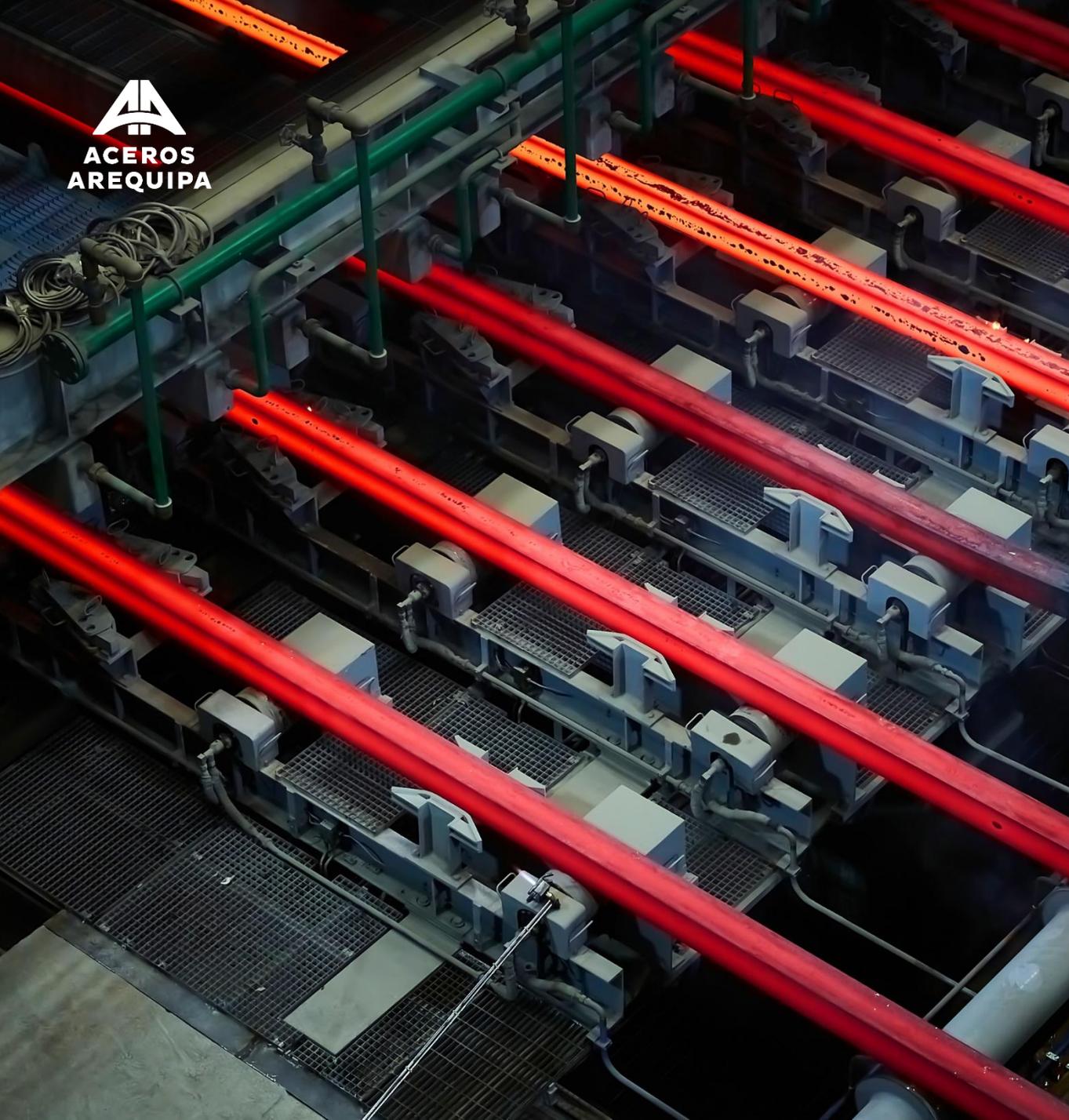


Further growth (organic / inorganic) in regional and international scrap yards



Investment in restarting the 1<sup>st</sup> Melt Shop to supply billets for further growth





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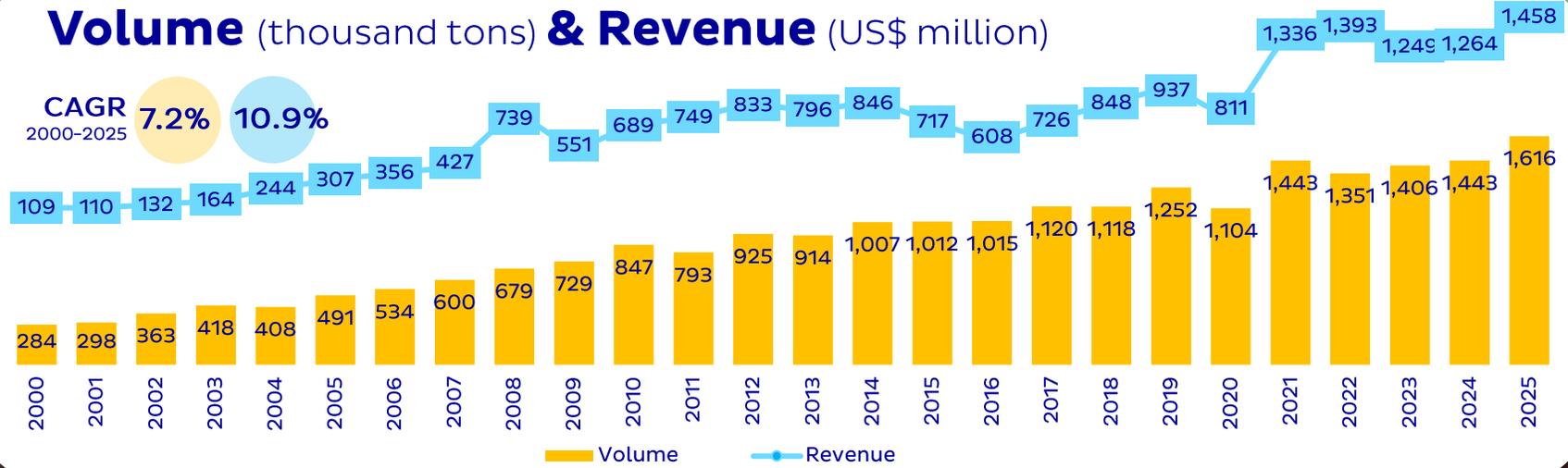
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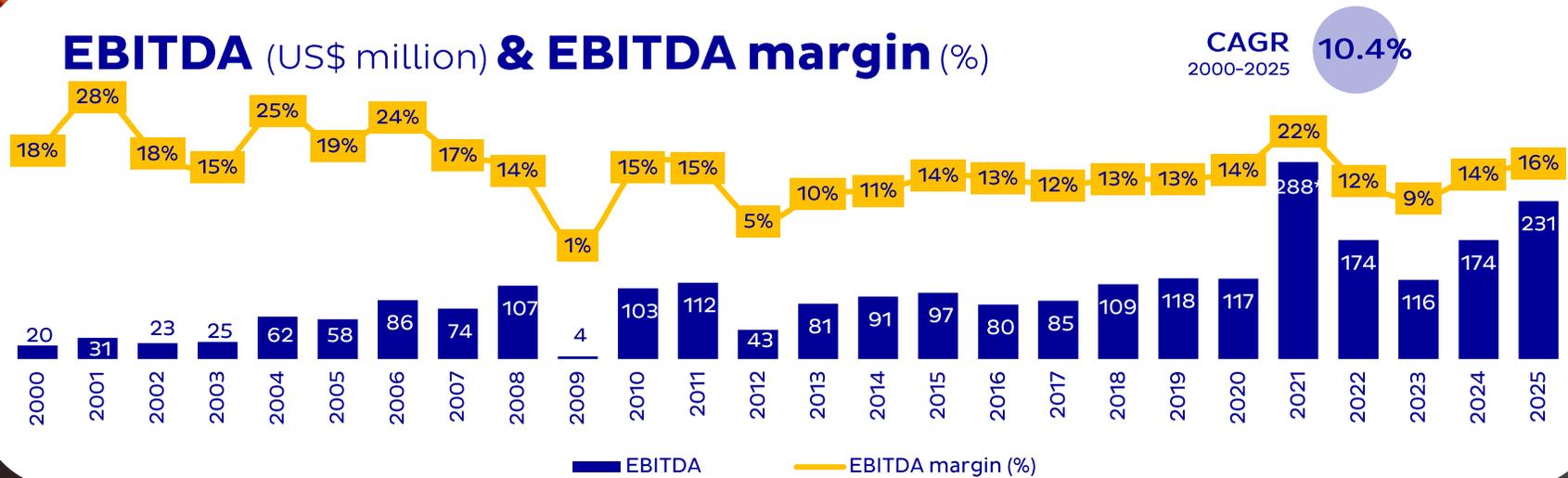
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# A Long Track-Record of Growth and Value Generation

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



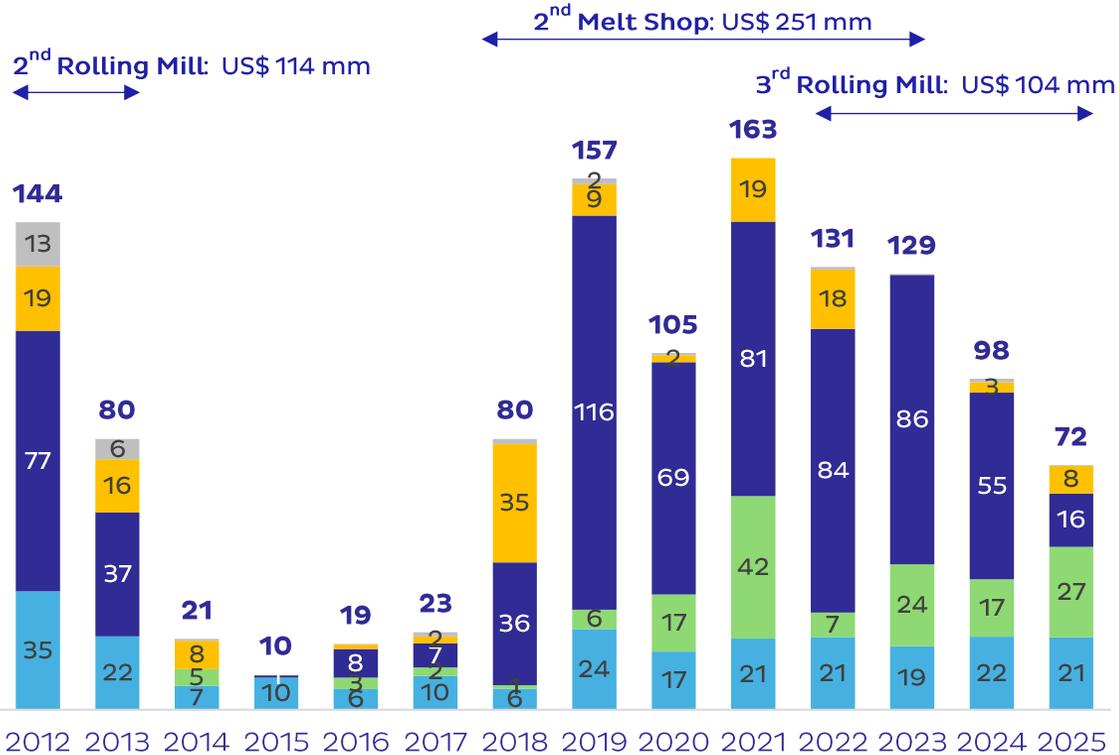
## EBITDA (US\$ million) & EBITDA margin (%)



Since 2011, the Company reports under IFRS, previously it reported under Peru GAAP  
 The foreign exchange rate (FX) applied corresponds to the average for each reporting period. Implicit FX rate of for fiscal year 2025 is 3.56 PEN/USD  
 The results for 2009 and 2012 were impacted by global events. \* 2021 EBITDA benefited from a favorable macroeconomic and global industry environment and one-off

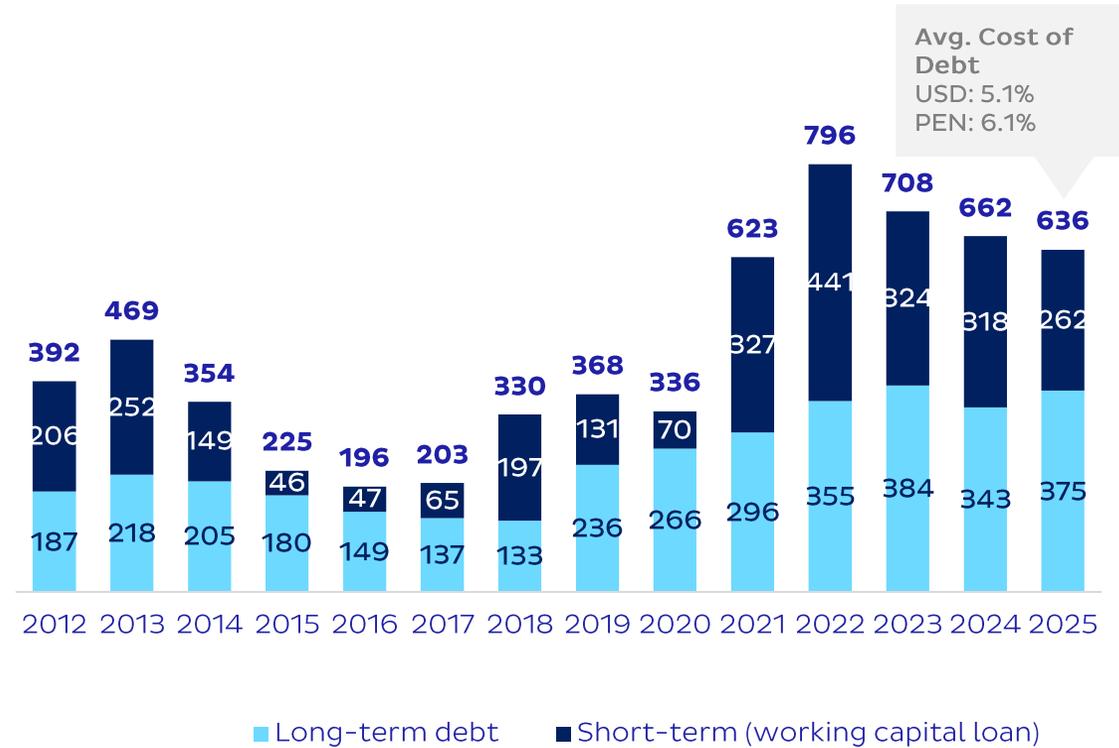
# Following a Roadmap of Timely Investments

## CAPEX (US\$ million)



- IT
- Commercial / logistics expansion
- Productive expansion
- Raw materials / efficiency / cost reduction
- Maintenance / others

## Total Debt (US\$ million)





## Market Information

Market Cap.:  
**US\$ 598 million** (as of Feb. 19<sup>th</sup>, 2026)

Common Shares:  
**CORAREC1**  
 (ticker)

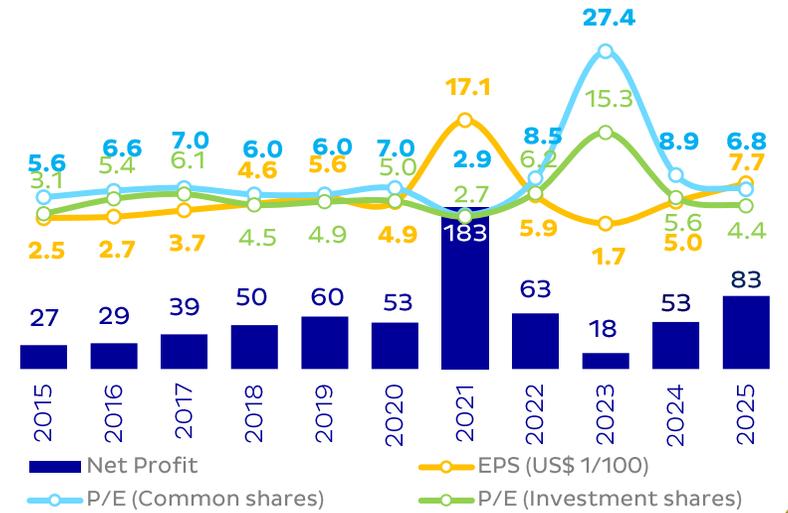
Investment Shares:  
**CORAREI1**  
 (ticker)

Component of  
**MSCI nuam Peru**  
 General Index

Member of  
**Dow Jones**  
 Sustainability Indices

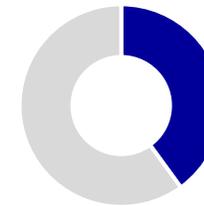
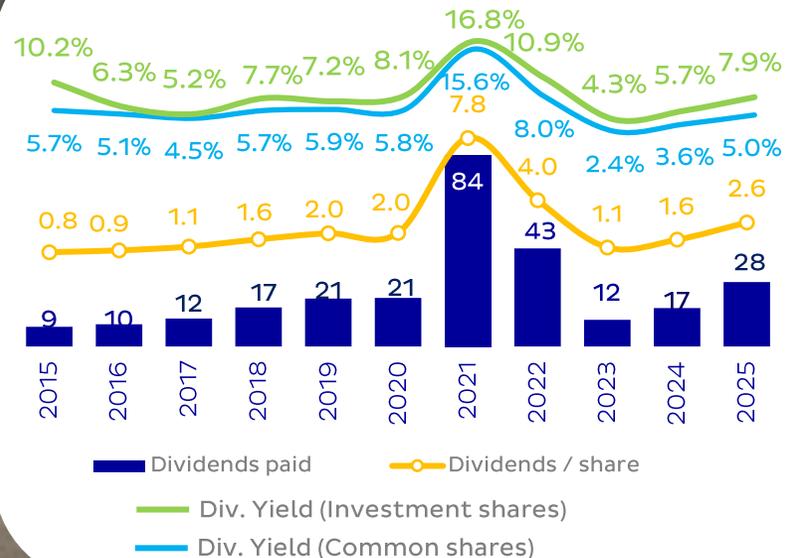
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## Net Profit (US\$ million)



Note: Net Profit of 2018 not considering badwill

## Dividends (US\$ millions)



**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



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# 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  
**38**



**Gonzalo Arróspide**  
 Commercial  
**27**



**Mariana Talavera**  
 Supply Chain  
**8**



**Ricardo Guzmán**  
 CFO, IRO  
**15**



**Ricardo Cillóniz R.**  
 Projects & Mining & CSR  
**15**



**Tulio Silgado**  
 CEO  
 Kellogg School of Management  
**11**



**Michael Lecca**  
 Production  
**28**



**Fernando Bustamante**  
 Strategy, Environment & Risks  
**30**



**Mariana Olivares**  
 Legal Affairs  
**3**



**Humberto Barragán**  
 Internal Audit  
**12**



**Diego Arróspide**  
 Strategic Sourcing  
**9**



**Juan Manuel Otoyá**  
 Human Resources  
**6**



**Rafael Cáceres**  
 IT  
**27**

Years at Aceros Arequipa

# Corporate Governance



Shareholder Rights

Fair treatment

Dividend Policy



40% of Net Profit

Transparency

Corporate Information Policy

Shareholder Meeting

Shareholder Meeting Regulations

Compliance & Risk Management

Risk Management Policy

Big 4 audit Firms

To be reviewed every **3 years**

Board of Directors

2 Special Committees

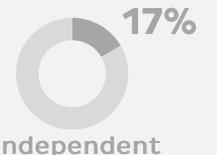
AUDIT & RISK MANAGEMENT

HUMAN RESOURCES

12 members



Women



Independent

## Safety is our priority

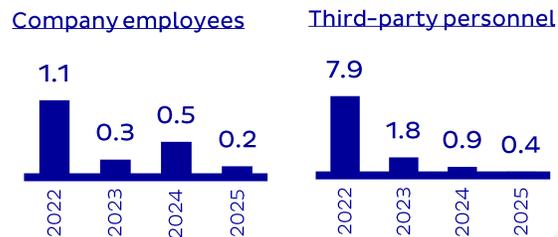


**ISO 45001**  
Since 2018

- ✓ Sustainable safety culture
- ✓ Our goal is to always reach **zero accidents** in our operations

### Accident rate

(frecuency 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 Peruvian, Brazilian, Chilean, Colombian, and Ecuadorian quality certificates.



Peru



Brazil



Colombia & Ecuador

## Reduced environmental impact



**ISO 14001**  
Since 2010



Awarded for the second consecutive year with the **4th star of the Carbon Footprint Peru** by MINAM for efforts to reduce GHG emissions.

In 2025, our Energy Management System successfully passed the ISO 50001 certification audit.

**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
- ✓ Continuous awareness and engagement activities with business partners

## Sustainable Management



**Empresa con Gestión Sostenible**

Received the “**Empresa con Gestión Sostenible**” (Sustainable Management Company) award (2024) with an outstanding score.

Received “**Empresa Socialmente Responsable**” distinctive in 2017, 2018, 2019, 2020, 2021, 2022, and 2023,. This distinctive recognized the management commitment with the social, environmental and economic sustainability.

Member of  
**Dow Jones Sustainability Indices**

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(5th consecutive year)





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