





Disclaimer

This presentation contains forward-looking statements that represent our beliefs, projections and predictions about future events or our future performance. Forward-looking statements can be identified by terminology such as “may,” “will,” “would,” “could,” “should,” “expect,” “intend,” “plan,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” “continue” or the negative of these terms or other similar expressions or phrases. These forward-looking statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements or industry results to differ materially from any future results, performance or achievement described in or implied by such statements.

The forward-looking statements contained herein include statements about the Company’s business prospects, its ability to attract customers, its affordable platform, its expectation for revenue generation and its outlook. These statements are subject to the general risks inherent in Pacasmayo’s business. These expectations may or may not be realized. Some of these expectations may be based upon assumptions or judgments that prove to be incorrect. In addition, Pacasmayo’s business and operations involve numerous risks and uncertainties, many of which are beyond the control of Pacasmayo, which could result in Pacasmayo’s expectations not being realized or otherwise materially affect the financial condition, results of operations and cash flows of Pacasmayo. Additional information relating to the uncertainties affecting Pacasmayo’s business is contained in its filings with the Securities and Exchange Commission. The forward-looking statements are made only as of the date hereof, and Pacasmayo does not undertake any obligation to (and expressly disclaims any obligation to) update any forward-looking statements to reflect events or circumstances after the date such statements were made, or to reflect the occurrence of unanticipated events.

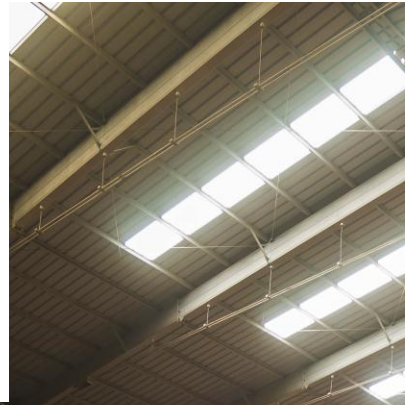
For a description of some of the risks and uncertainties that could cause actual events, trends or results to differ from those expected, please refer to “Risk Factors” on page 8 of the Company’s Annual Report 20-f filed with the Sec on April 30, 2016





PACASMAYO

1. Company Overview



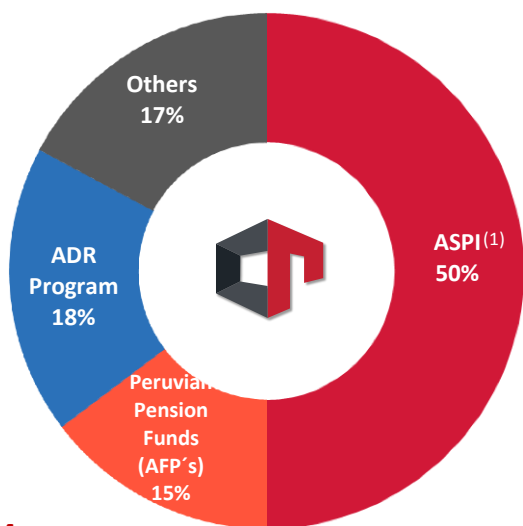
About Cementos Pacasmayo



- Cementos Pacasmayo (“Pacasmayo” or the “Company”), is a leading Peruvian cement company, with over 57 years of operating history
- In LTM2Q16, Pacasmayo’s cement shipments reached ~2.4 million MT, capturing a ~21% share of total cement shipments in Peru
- Listed on the Lima Stock Exchange (BVL: CPACASC1-PE) since 1995 and on the New York Stock Exchange (NYSE: CPAC) since 2012

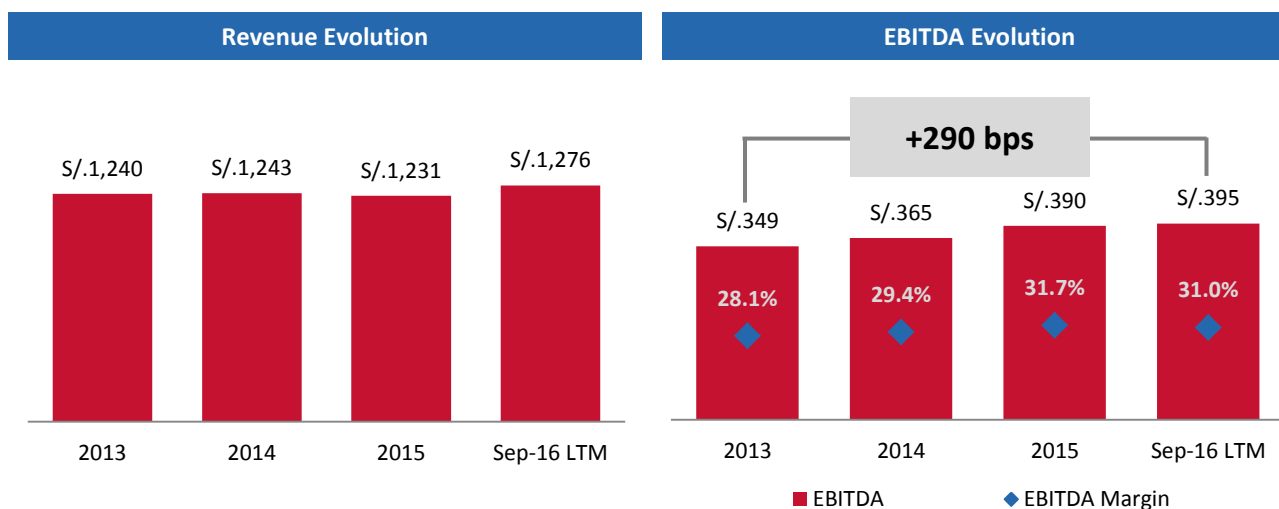


Shareholder Structure



Financial Highlights

(S/. mm)



4

Source: Company filings. This includes only the common shares which have voting rights
 (1) Controlled by Eduardo Hochschild.



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2. Investment Highlights



Investment Highlights



Leading player in a growing market with high barriers to entry

1

High quality product portfolio targeting a diverse customer base

2

Market-leading margins and cost control initiatives

3

New Piura plant: Increased capacity to support future growth and higher margins

4

Experienced leadership with strong corporate governance standards

5



PACASMAYO

1

Leading Player in a Geographically Segmented Market with High Barriers of Entry



Unparalleled Leadership in One of The Fastest Growing Regions of Peru

Leader in the Attractive Northern Region of Peru

✓ 23.2% of Peru's population

✓ 15.0% of National GDP

✓ Main regional economic activities include agriculture, fishmeal and commerce

High barriers of entry

1 Hard to replicate distribution networks

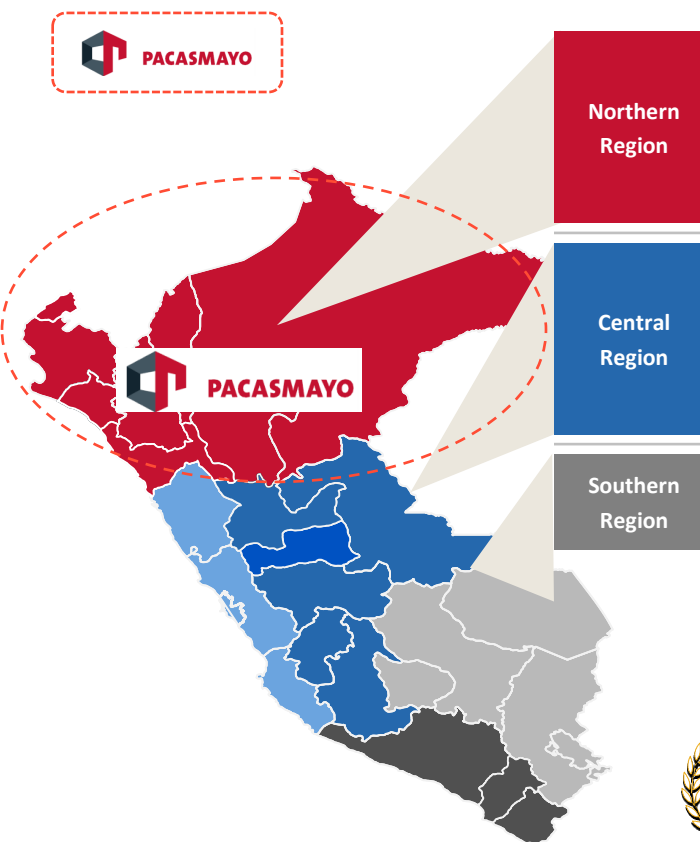
2 High cost of transportation

3 Geographically fragmented market

4 High capex requirements

Peruvian Cement Market – Cement Shipments ('000 MT)

✓ Peruvian Cement Market is divided in three regions, where Pacasmayo is the undisputed leader in northern Peru



Plant	Jul					% Share
	2012	2013	2014	2015	2016	
Pacasmayo	2,045	2,110	2,051	2,022	2,087	18.6%
C. Selva	200	240	296	288	298	2.7%
Imports	29	34	40	12	3	0.0%
Total	2,274	2,384	2,387	2,322	2,388	21.3%
Northern Region						
UNACEM	5,315	5,612	5,701	5,546	5,327	47.5%
Caliza Inca	157	288	383	357	352	3.1%
Imports	409	465	461	507	541	4.8%
Total	5,881	6,365	6,545	6,410	6,220	55.4%
Central Region						
Grupo Yura	2,203	2,515	2,600	2,480	2,609	23.3%
Total	2,203	2,515	2,600	2,480	2,609	23.3%
Southern Region						
Total Regions	10,358	11,264	11,532	11,212	11,217	100%

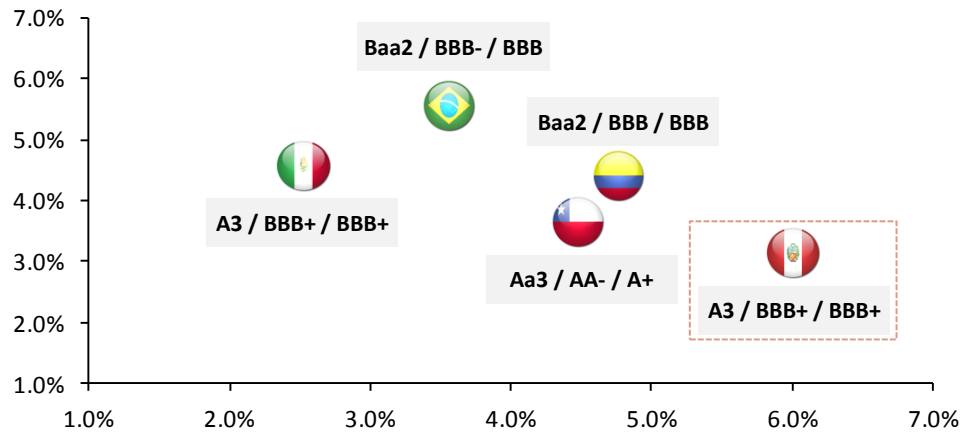


#1 Leading Player in the Peruvian Northern Region



2004-2014: A Golden Period of Fast Growth and Low Inflation

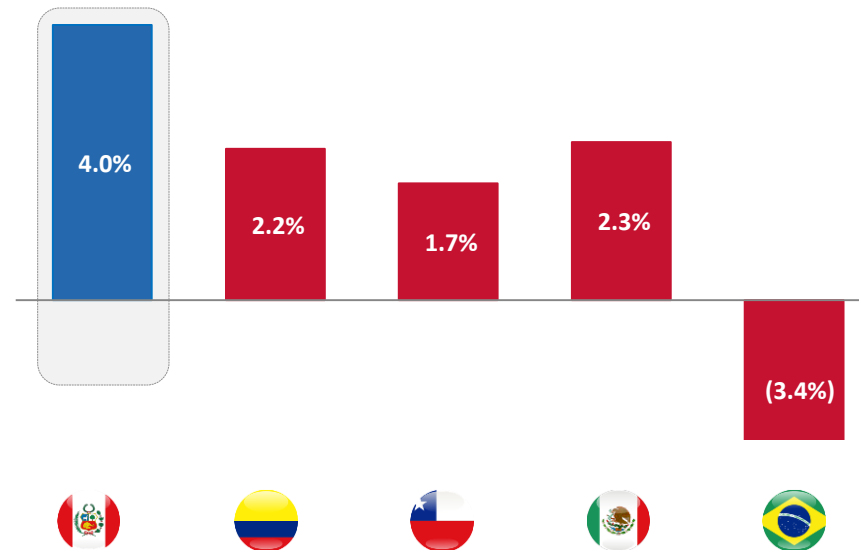
Avg. inflation (Y axis) and real GDP growth (X axis) for 2004-2014 period



GDP Growth Slowed in 2014 and 2015...

Growth (%)	2015
GDP	3.3%
Agro	2.8%
Fishing	15.9%
Mining	9.3%
Manufacturing	(1.7%)
Construction	(5.9%)

Peru's 2016E GDP (YoY % change) vs LatAm Peers

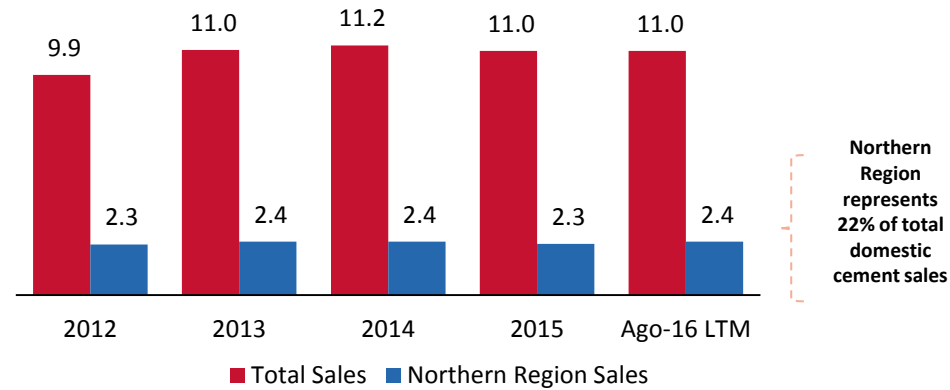


Peru's Cement Industry: Favorable Demand Trends and Ample Room for Further Growth

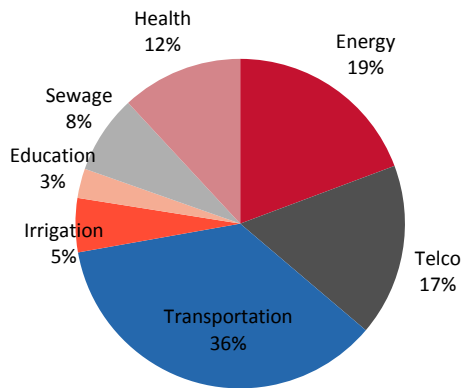


Booming Industry in a Country with Notable Infrastructure Needs, Reflecting Ample Room for Further Growth

Cement Local Sales Evolution (Million MT)

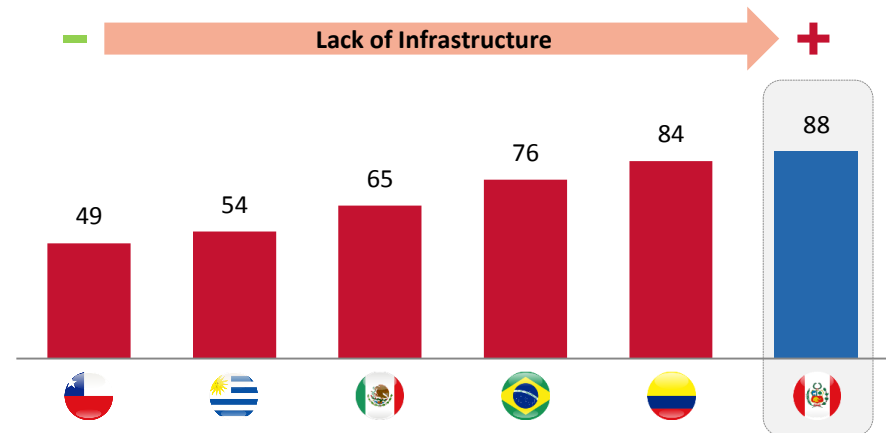


Infrastructure Gap for the 2016-2025 period: US\$ 160 billion



With Further Room to Continue Growing

Infrastructure Competitiveness Ranking⁽¹⁾



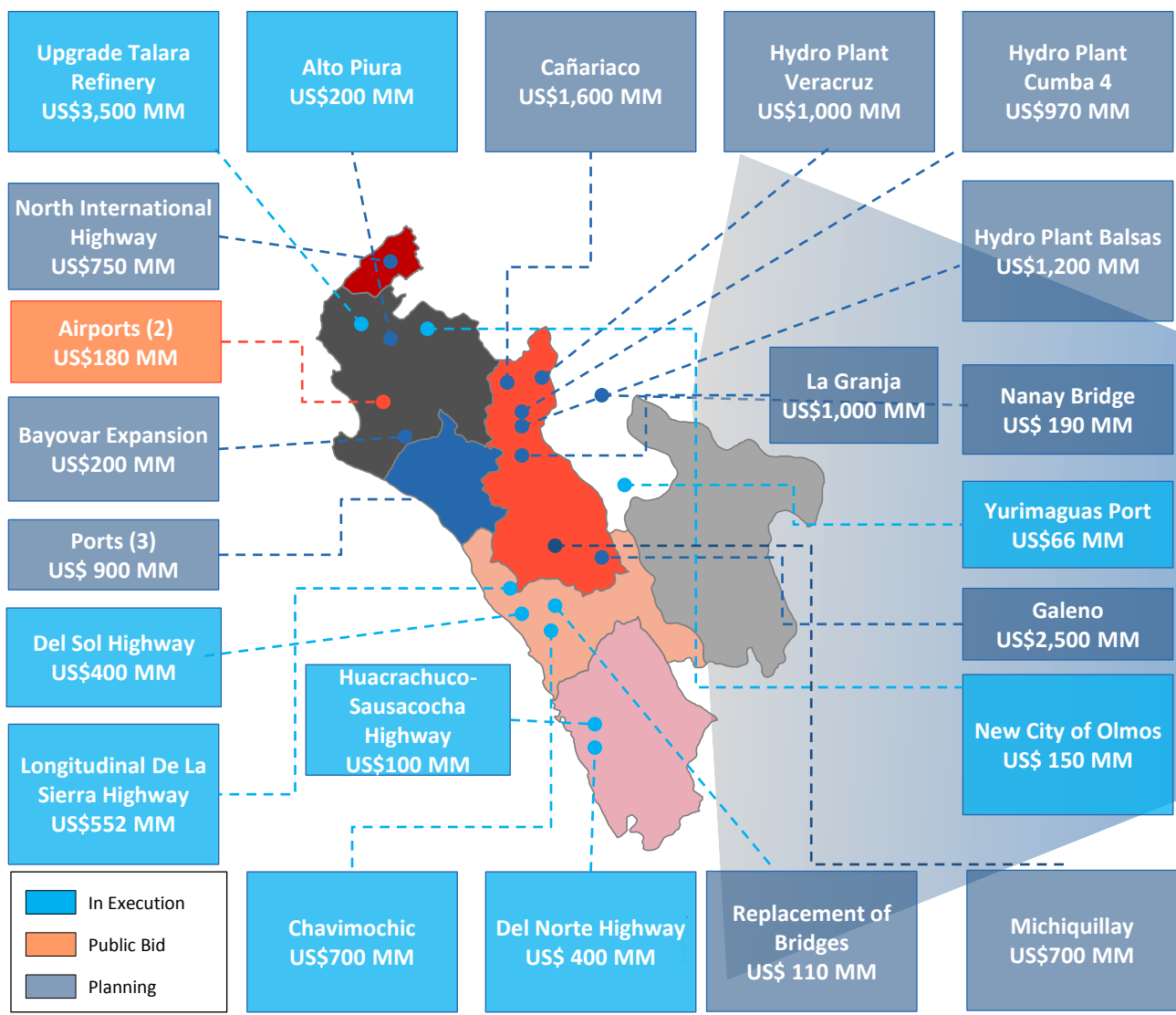
Source: INEI (cement sales), Asociación para el Fomento de la Infraestructura Nacional (AFIN) and Asociación de Productores de Cemento and The Global Cement Report.

(1) Global Index Competitiveness Ranking 2014.

Governmental Housing and Infrastructure Programs in Northern Peru Will Foster Pacasmayo's Near Term Growth



Over US\$24 billion ⁽¹⁾ are expected to be invested within the next 5 years in the Northern Region of Peru, from which ~US\$7 billion are already in execution or in public bid



- ✓ Peru continues to have a significant housing deficit estimated at 1.9 million households throughout the country
- ✓ Government has granted the largest amount of public-private partnerships compared to the last four previous governments



10 Source: Proinversion, MINEM.
 (1) Including US\$7.5 billion of projects in stand-by.

High-Quality Product Portfolio Distributed Through an Extensive Proprietary Retail Network...



Pacasmayo has developed one of the largest independent retail distribution networks for construction materials in Peru – **Distribuidora Norte Pacasmayo S.R.L. (“DINO”)**

Portfolio of products

Type I General Purposes cement	Extradurable Used in concrete exposed to severe sulfate action	Type V Used in concrete exposed to severe sulfate action where soil or ground water has a high sulfate content	Extraforte Widely used in the market due to its effectiveness and low hydration heat	Fortimax 3 New formula used to protect against moderate sulfate action for humid areas exposed to sulfates and sea water	Mochica New value brand for specific customer segments

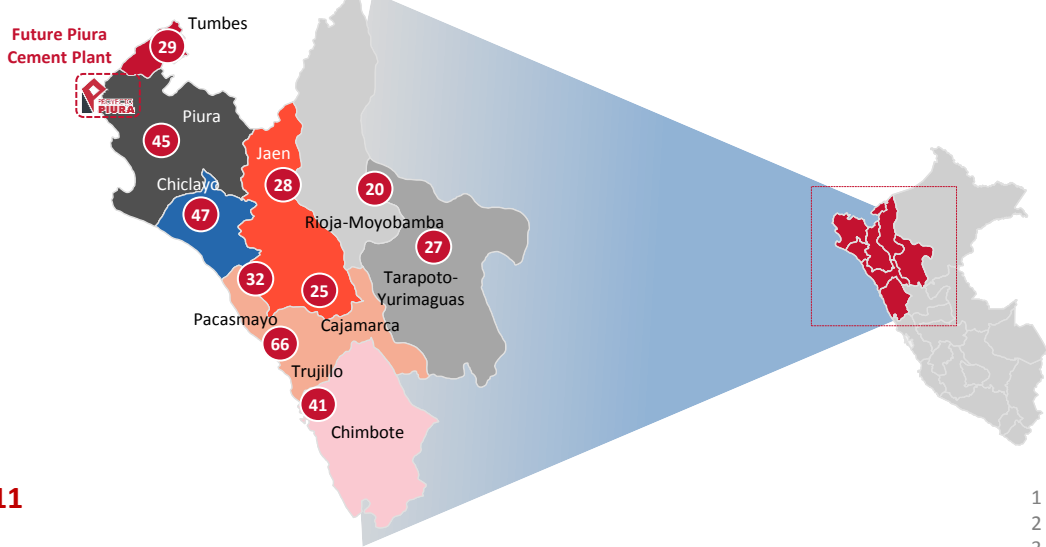
Pacasmayo places significant emphasis on research and development to ensure products meet consumer needs and improve operational efficiency

DINO's Highlights



- ✓ Exclusively distributes and sells cement and cement-related construction materials from Pacasmayo and third parties
- ✓ Consist of 219 individual retailers with 360 hardware stores under the DINO brand which account for +70% of sales
- ✓ Pacasmayo supplies the majority of products offered in DINO stores
- ✓ Development of loyalty and incentive programs
 - ✓ Partnership with leading local banks to help finance product purchases
 - ✓ Loyalty program: members can redeem points for prizes

Geographic Footprint (Stores)



Peru's northern region is a highly fragmented market

Departments	Population ('000) ¹
Piura	1,814
La Libertad ²	1,814
Cajamarca ³	1,520
Lambayeque ⁴	1,240
Ancash ⁵	1,136
Tumbes	231
San Martin ⁶	819

1 Projected population for 2013, INEI
 2 Includes the city of Trujillo and Pacasmayo
 3 Includes the city of Cajamarca and Jaen
 4 Includes the city of Chiclayo
 5 Include the city of Chimbote
 6 Includes the city of Tarapoto, Rioja and Moyobamba

2 ...To a Diverse Customer Base Enabling a Stable Demand



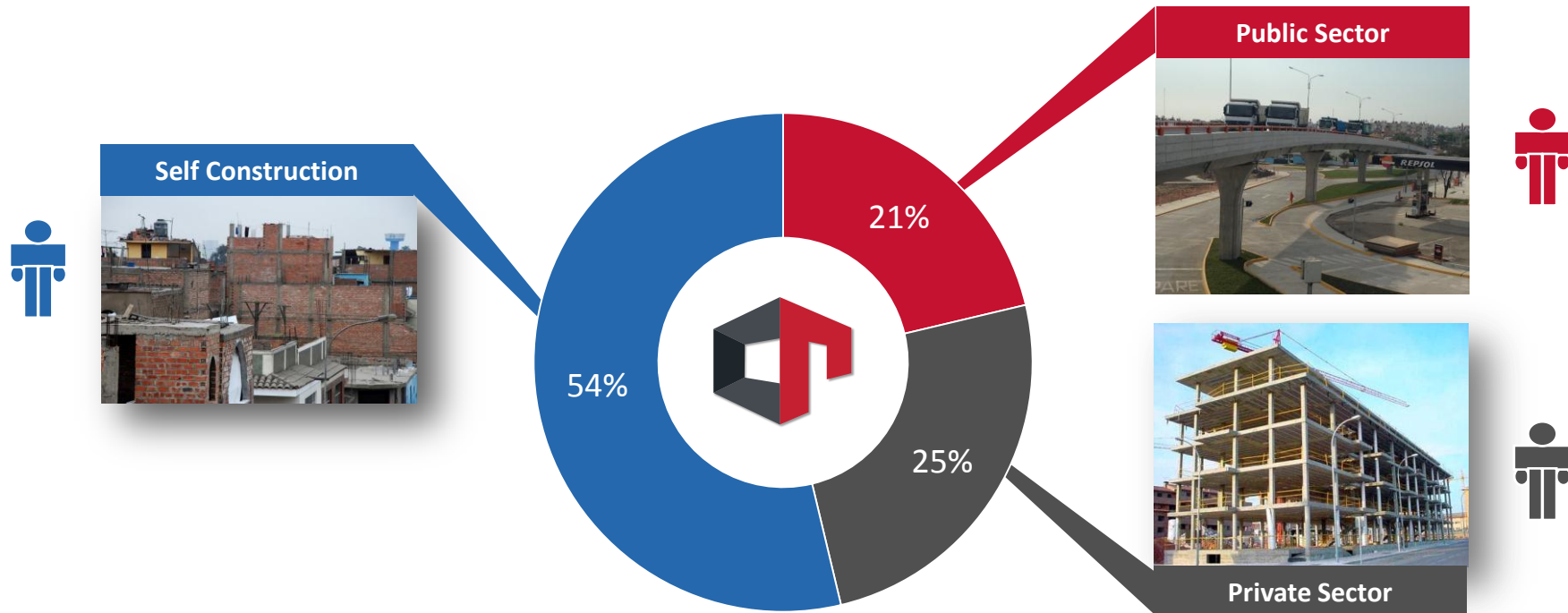
Diversified Revenue Base Provides Certainty and Presents Opportunities

Profile of Retail Customer

- ✓ Socioeconomic level CDE, 25-55 years old
- ✓ Buys close to home because of savings on transportation cost
- ✓ Chooses brand recommended by “maestro de obra”, who is the specialist
- ✓ Brand recognition: Top of Mind: 97%, Recommendation 97%
- ✓ Characteristics associated with the brand: Innovation, Strength, Prestige, Trust

Profile of Infrastructure Customer

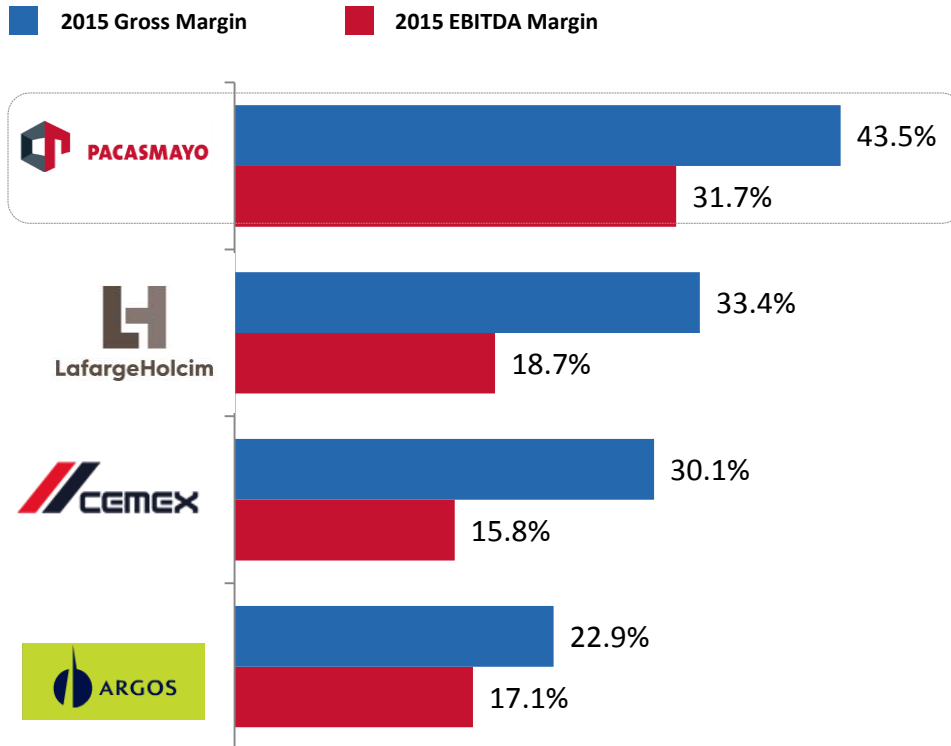
- ✓ Large infrastructure projects, financed through private public partnerships
- ✓ Public spending by local and regional governments (roads, hospitals, schools)
- ✓ Large commercial and residential developments (shopping centers, supermarkets, housing complexes)





A Vertically Integrated Business Model Enables Higher Cost Controls and Superior Profitability

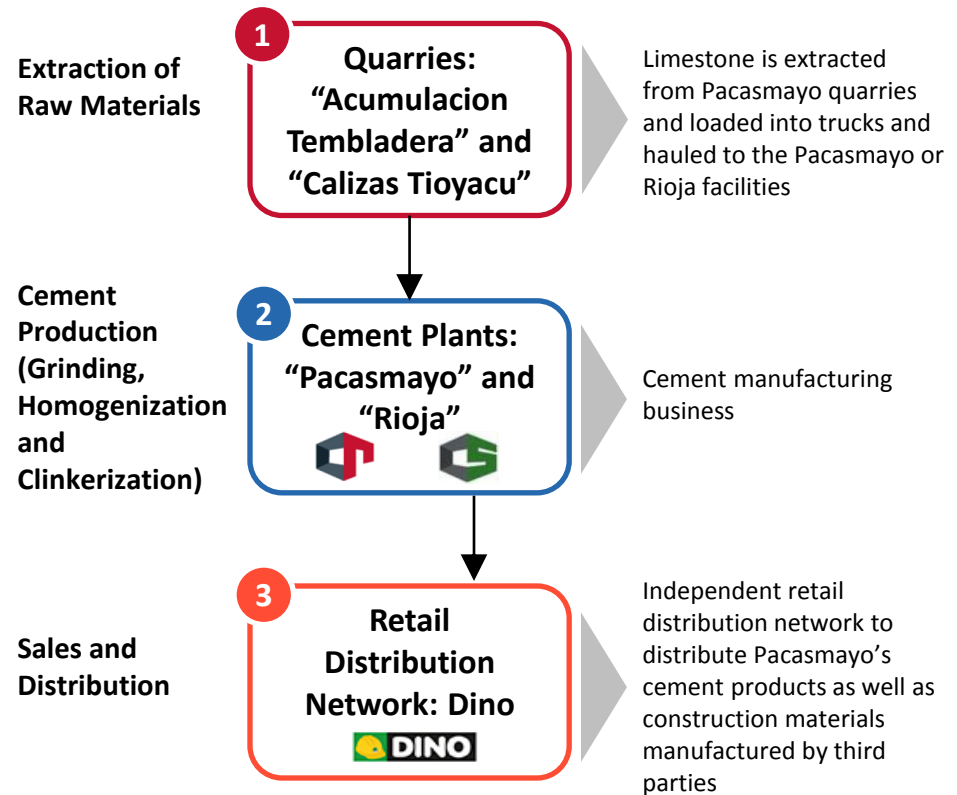
Cost Efficient Operations Reflected in Above-Average Margins



• Competitive cost structure mainly given by:

- Vertically integrated operations, participating in the entire chain of production from the quarries to the related products and the extensive distribution network
- Quarries strategically located in close proximity to plants, enabling to minimize transportation costs
- Replaced a high proportion of imported bituminous coal consumption, which is generally more expensive, with anthracite coal produced locally
- Long term electricity supply contracts

Integrated Business Model



3 Highly Efficient Facilities



The Company's plants have combined cement production capacity of 4.9 MM MT/year and clinker capacity of 2.8MM MT/year

Cement Plants Highlights

Pacasmayo Plant Snapshot

- Location: Pacasmayo 667km north of Lima
- Cement production capacity: 2.9MM MT/year
- Clinker production capacity: 1.5MM MT/year
- 6M16 Cement production: 640k MT



Selva Plant Snapshot

- Location: Rioja 468 km east of the Panamericana Norte Highway
- Cement production capacity: 440k MT/year
- Clinker production capacity: 280k MT/year
- 6M16 Cement production: 144k MT



Related Operations

Quicklime

- Produces high quality quicklime due to high grade calcium carbonate resources and homogeneous production process
- Quicklime sold primarily for mining operations
- Production capacity: 240k MT/year



Ready-Mix

- Cementos Pacasmayo serves all major northern cities in Peru:
 - 18 concrete plants
 - 120 mixers
 - 30 boom pumps
 - 9 ready-mix dispensers
 - 1 slipform paver unit



Precast

- Cementos Pacasmayo has four production units: Piura, Pacasmayo, Trujillo and Rioja that produce:
 - Pavement
 - Bricks
 - Fences
 - Curbs



New Piura Plant: Increased Capacity to Support Future Growth and Higher Margins

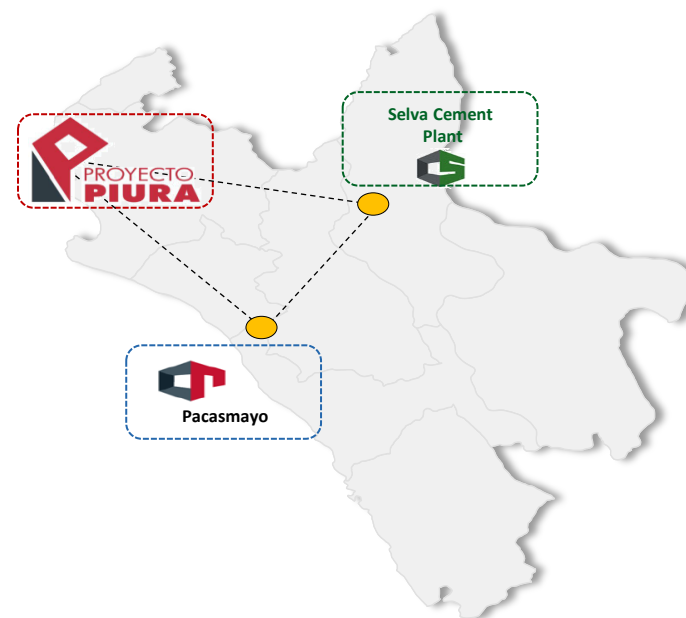


New Piura Plant enhances Pacasmayo's footprint in Peru's northern region...

Overview

- The new Piura plant has 1.6 million and 1.0 million MT of annual cement and clinker capacity, respectively, which improves Pacasmayo's competitive position and allows for substitution of higher priced clinker imports
- Piura plant: State-of-the-Art Technology
 - The plant was built according to the highest environmental standards
 - The kiln is designed to work with different types of fuels, including alternative fuels, such as municipal solid waste, biomass, shredded tires, among others

Strategic Location will Enhance the Company's Footprint in the Region



Current Status : Fully Operational

- Cement production capacity at ~60% utilization rate as of 2Q16
- Clinker production capacity at ~65% as of 2Q16.
- 6M16 cement production 350k MT
- Total Capex: US\$ 365 million, under the original US\$ 386 million

15

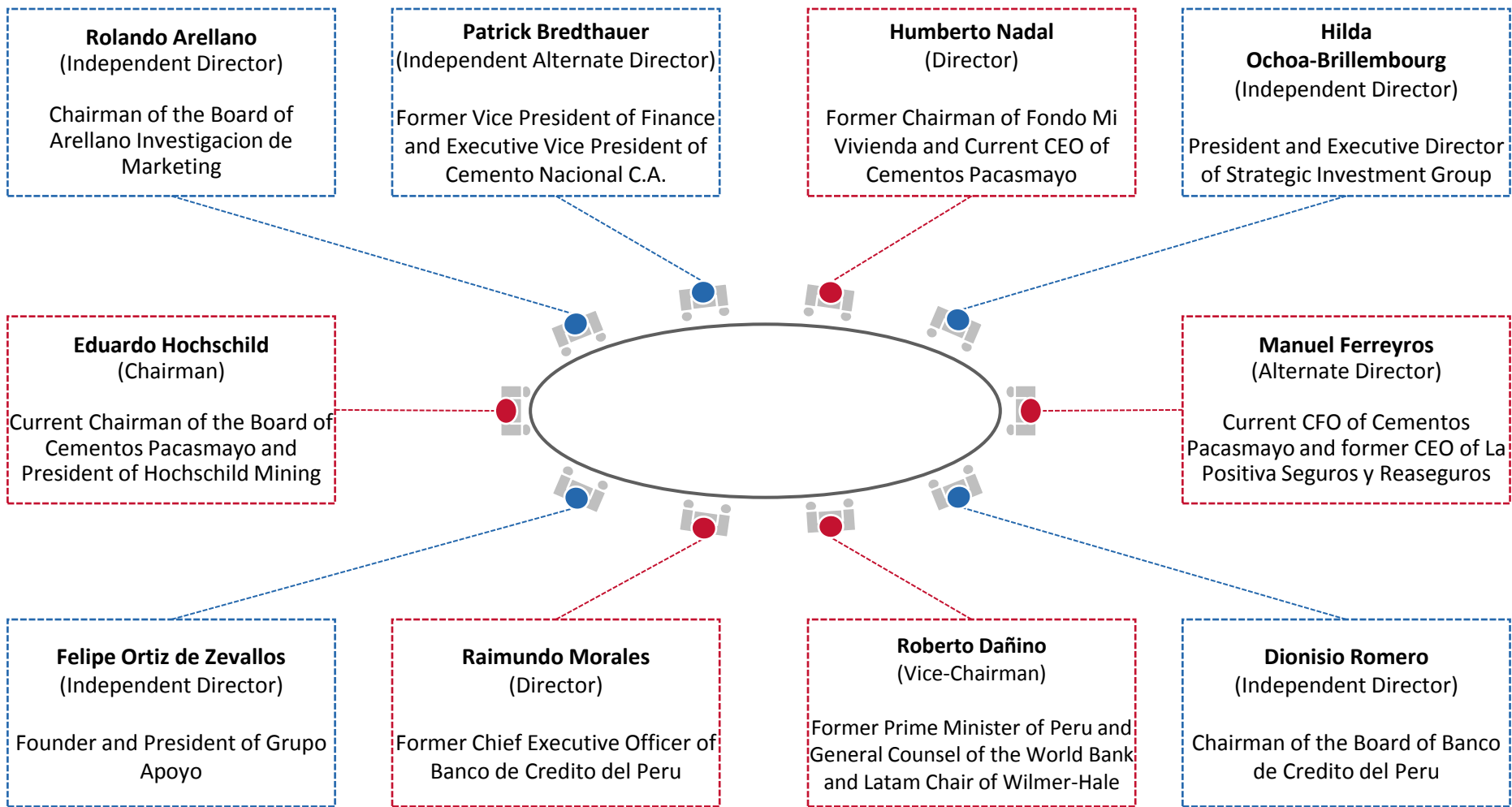
Source: Company filings.



5 Highly Reputed Board of Directors



Board of Directors with Highly Reputable Representatives



5 Experienced Management Team



Top Notch Management Team Behind the Successful History of Pacasmayo

Management Team With Over 14 Years of Average Experience

Humberto Nadal *Chief Executive Officer*

- Mr. Nadal joined Pacasmayo as Corporate Development Manager in June 2007 and has served as Chief Executive Officer since 2011. He has a Bachelor's Degree in Economics from the Universidad del Pacífico and an MBA from Georgetown University

Manuel Ferreyros *Chief Financial Officer*

- Mr. Ferreyros is the Company's Chief Financial Officer since January 2008. He has a Bachelor's Degree in Business Administration from Universidad de Lima, a Multinational MBA at the Adolfo Ibañez School of Management, Miami

Carlos Julio Pomarino *Vice President of the Cement Business*

- Mr. Pomarino has been Vice President of the Cement Business since 2009. Holds a degree in Economic Engineering from the Universidad Nacional de Ingeniería and an MBA from the Adolfo Ibañez School of Management and ESAN

Javier Durand *Legal Vice President*

- Mr. Durand has been the Company's Legal Vice President since 2008. Holds a law degree from Universidad de Lima and a Master's in Business Administration (MBA) from Universidad del Pacífico

5 Strong Corporate Governance Standards



Good Corporate Governance

Good Corporate Governance Index – The Lima Stock Exchange (BVL) recognized Cementos Pacasmayo for the Company’s corporate governance practices. For the seventh consecutive year, Cementos Pacasmayo was selected as part of the Good Corporate Government Index (IGBC).



Top Social Responsibility Award

Top Social Responsibility Award – Cementos Pacasmayo was one of the Peruvian companies receiving the Top Social Responsibility Award (Distintivo de Empresa Socialmente Responsable). The award credits companies that voluntarily conduct all aspects of their business in a socially responsible manner and whose corporate culture and strategy incorporate this concept



Board Committees

1 Executive Committee

- ✓ Composed of three to five members of the board
- ✓ Mainly responsible for supervising and supporting management, executing company’s strategy and meeting short and mid-term goals

3 Audit Committee

- ✓ Composed of three directors
- ✓ Responsible for reviewing financial statements, assessing internal controls and procedures and identifying deficiencies among others

2 Antitrust Best Practices Committee

- ✓ Composed of Four members
- ✓ Responsible for informing employees about competitions best practices and monitoring compliance with such practices including antitrust regulations

3 Corporate Governance Committee

- ✓ Composed of four directors
- ✓ Responsible for assisting the board on the oversight of director nomination and committee assignments as well as board and CEO successions



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3. Financial Overview



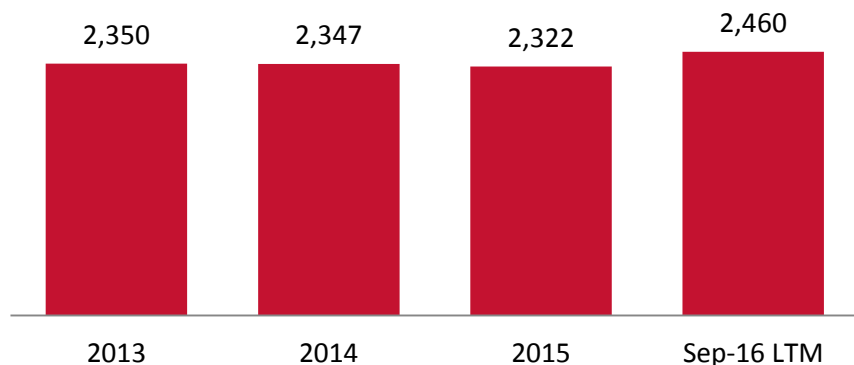
Track Record of Strong Financial Performance



Management Focus on Supply Mix and Operational Efficiencies Enabled the Company to Increase Gross Margin from 39.0% in 2012 to 43.5% in 2015

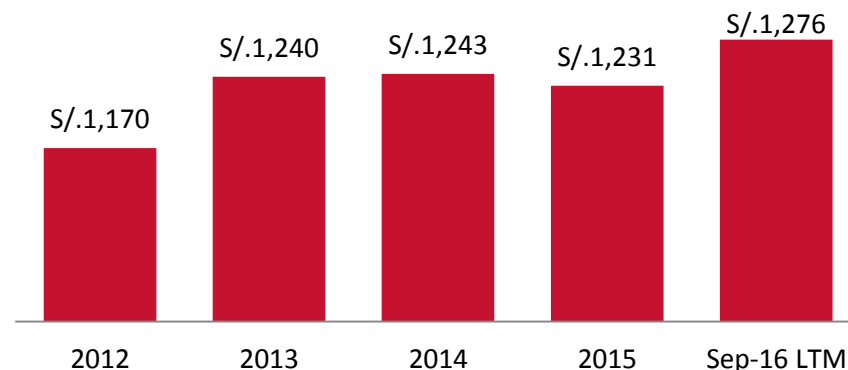
Cement Shipments Evolution

('000 mt)



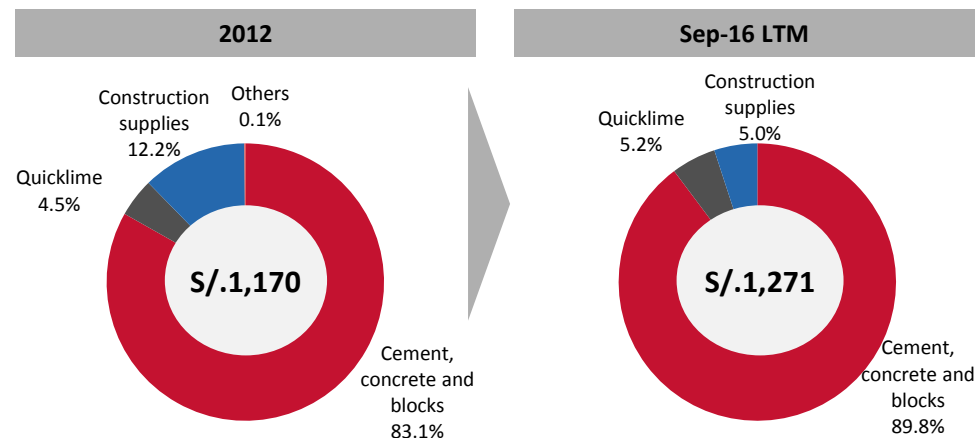
Revenue Evolution

(S/ mm)



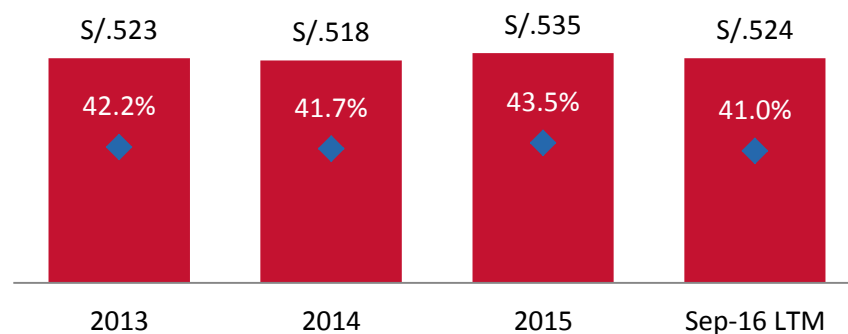
Revenue Breakdown Evolution

(S/. mm)



Gross Profit and Margin % Evolution

(S/. mm)



■ Gross Profit ◆ Gross Margin

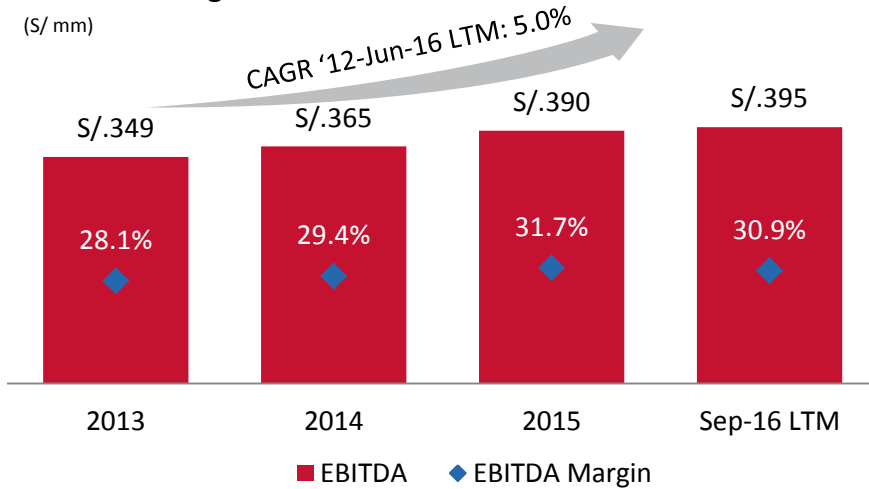
Track Record of Strong Financial Performance (Cont'd)



Pacasmayo Achieved S/ 390 mm EBITDA in 2015 with an EBITDA Margin Above 30%. Substantial Capex Investments in New Manufacturing Facilities Position the Company for Strong Future Revenue Growth

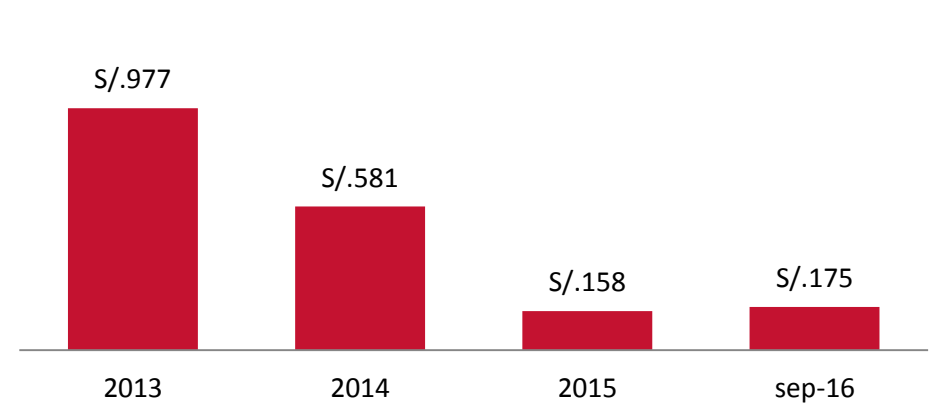
EBITDA and Margin % Evolution

(S/ mm)



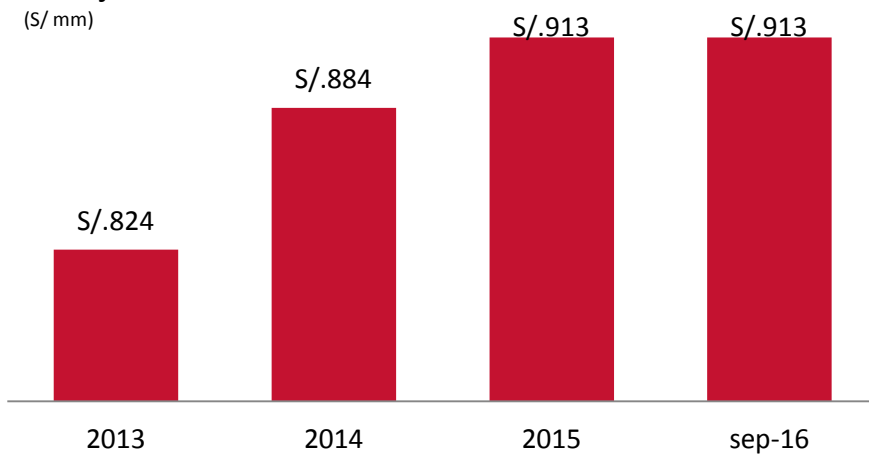
Cash and Short-Term Deposits

(S/ mm)

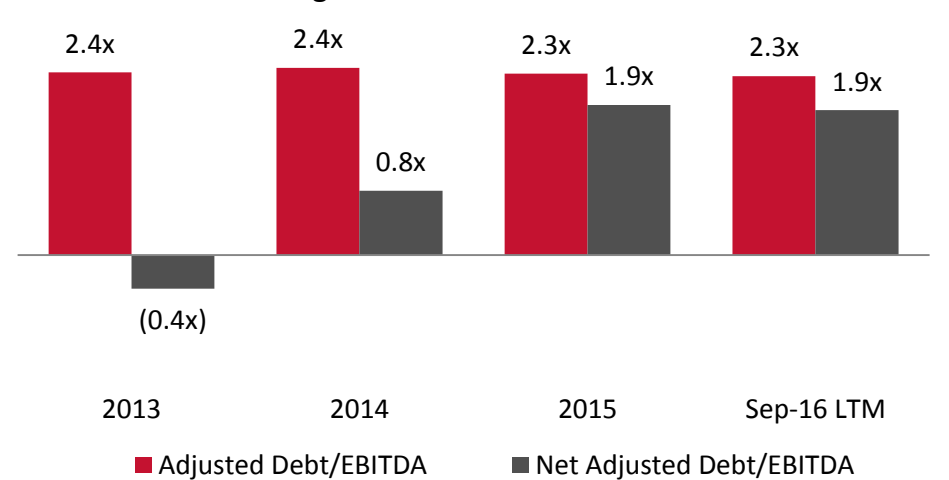


Total Adjusted Debt¹

(S/ mm)



Gross and Net Leverage





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4. Phosphate Project Spinoff



Phosphate Project Spin-off to create value for both our shareholders and our business

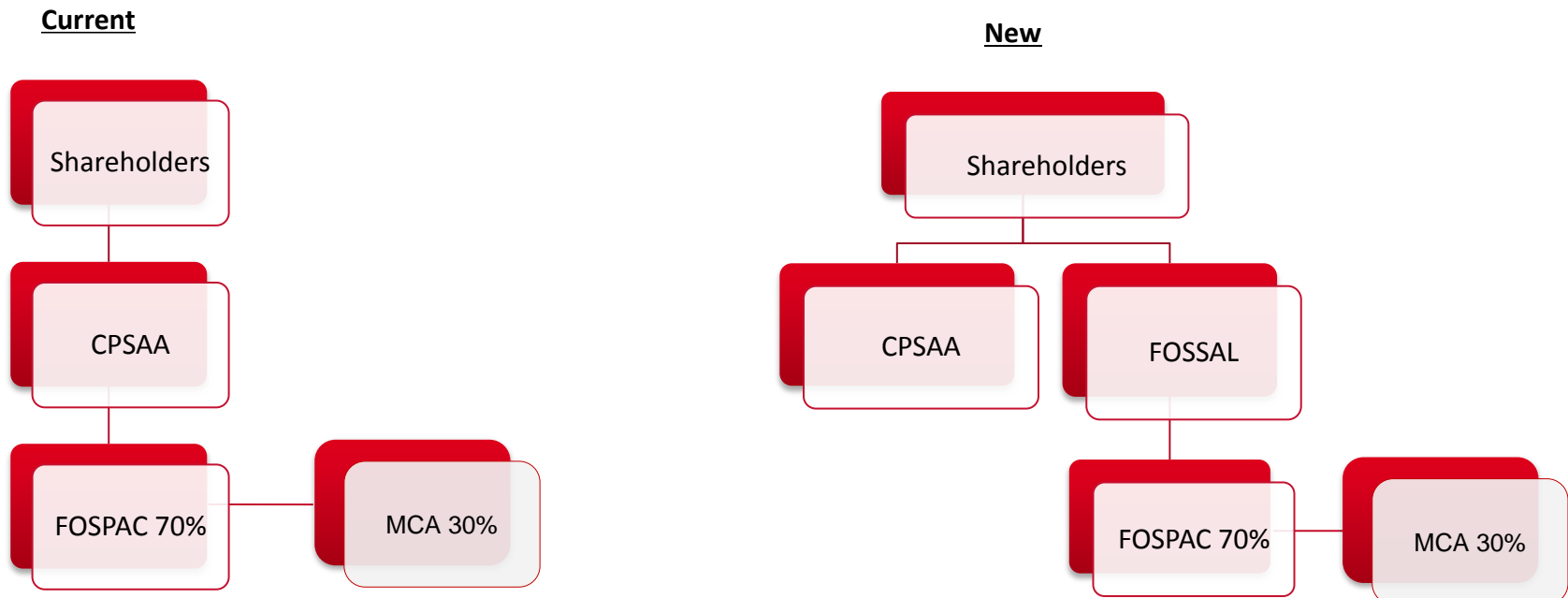


Company's ownership of Fosfatos del Pacifico to be incorporated to FOSSAL, a separate publicly traded company. New structure will create greater flexibility for shareholders and long-term clarity for operations

Rationale behind the Spin-off

- Corporate reorganization of the Company's assets based on their specific line of business
- This reorganization will allow investors to participate individually in their preferred type of business, cement or fertilizers
- This situation will result in greater trading volume for the stocks, since it will attract specialized investors for each vehicle
- Specifically for the cement business investors, it eliminates the concern of destining an important amount of resources to a non-core business

Corporate Structure



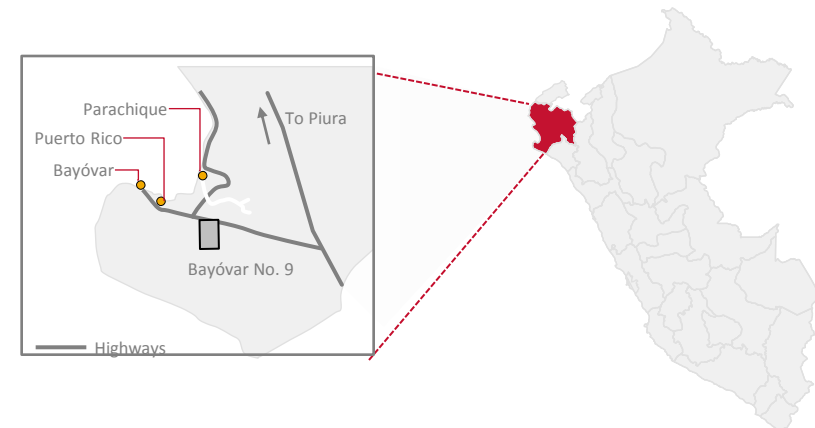
Phosphate Project Spin-off to create value for both our shareholders and our business (cont'd)



Fosfatos del Pacífico Project Overview

- Diatomite concession in the Bayovar 9 area, located in the North coast of Peru, with significant deposits of phosphate rock
- Phosphate mine will be developed as a multi-layer, open pit mine, using continuous and conventional mining methods
- Expected production of 2.5 mm concentrate MT/year of phosphate rock at 30.4% P₂O₅
- Certified reserves of 108.1 mm MT (NI 43-101/JORC) with an average P₂O₅ content of 17.8%
 - Life of Mine (LOM): 20 years
- Potential to significantly increase LOM: certified resources of 546.1mm MT (NI 43-101/JORC) with an average P₂O₅ content of 18.2%
- Strategic partnership with Mitsubishi Corporation to develop Fosfatos del Pacífico:
 - Ownership: Cementos Pacasmayo (70%) and MCA Phosphates (30%)(1)
 - Mitsubishi Corporation entered into a 20 year off-take agreement for a minimum of 2.0 mm MT/year, with the option of purchasing additionally 0.5 mm MT/year

Location



Key Highlights

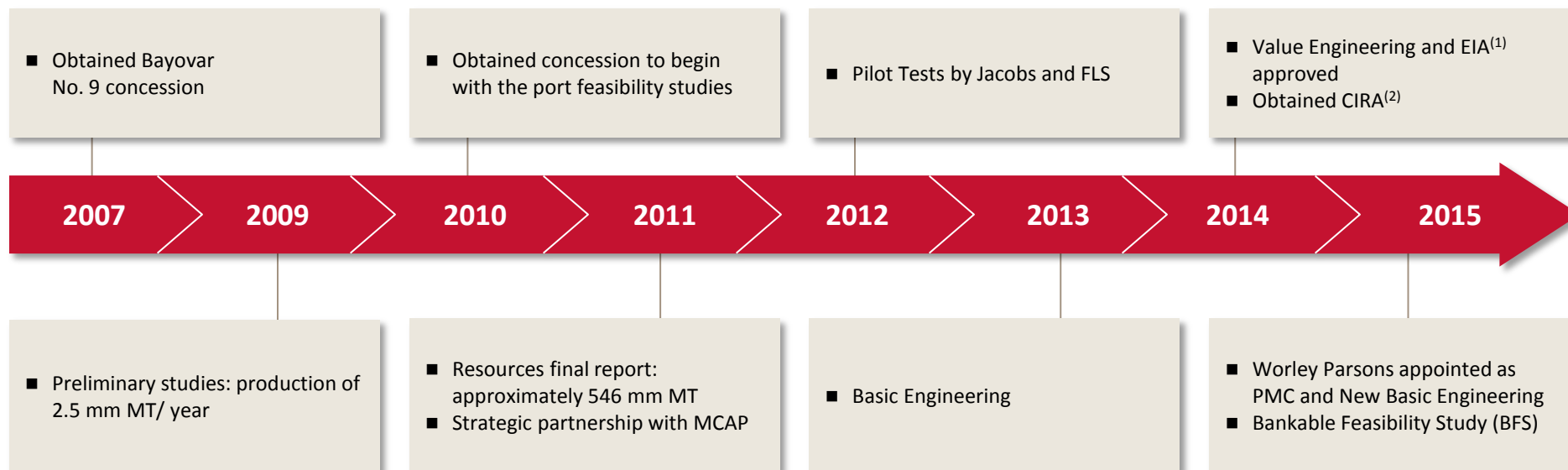
- 1 Partnership with Leading Firms to Ensure Project Quality
- 2 Efficient and Cost-Effective Production Process
- 3 Board of Directors

Phosphate Project Spin-off to create value for both our shareholders and our business (cont'd)



The Project's Engineering Studies and Feasibility Study have been completed

Project Timeline: Key Milestones



Relevant Permits and Licenses Already in Place



- ✓ Definitive use of the aquatic area for the construction and operation of the port for 30 years - DICAPI
- ✓ Environmental Impact Studies approved in March 2014
- ✓ Certificate of Inexistence of Archaeological Remains approved in August 2014
- ✓ Onsite Laboratory certified as Overseas Member of the Association of Fertilizer and Phosphate Chemists and with ISO 9001

Phosphate Project Spin-off to create value for both our shareholders and our business (cont'd)



Partnership with Leading Firms to Ensure Project Quality. Operational Excellence Achieved by Use of Cutting-Edge Technologies and Services Agreements with World-Class Contractors

World Class Contractors

Fosfatos del Pacifico hired WorleyParsons as the Project Management Consultant to supervise and integrate the development of all Basic Engineering Packages

Metallurgical Tests 	Geological Model 	Basic Engineering Mine & Tailing Ponds Mine Tailing Ponds 	Basic Engineering Beneficiation Plant 	Basic Engineering Port 	Basic Engineering Power & Water Supply
Value Engineering 	PMC 	Basic Engineering Update			
		Mine 	Beneficiation Plant 	Port 	Power Supply Water Supply Road

Cutting-Edge Mining Equipment



Bucket Wheel Excavator



Scraper and Dozer



Surface Miner

Experienced and Well-Known External Advisors

Henry Lamb

- ✓ Over 30 years of experience in phosphate and potash mining
- ✓ Technical advisor to several global companies in phosphate rock projects (Agrifos, Ma'aden, etc)

Glenn Gruber

- ✓ Over 45 years of experience in mining engineering
- ✓ Has held senior management positions in Jacobs Engineering and Zellars-Williams

Edmund Finch

- ✓ Over 45 years of experience in mining engineering
- ✓ Self-employed consultant for the last 35 years primarily in the Phosphate Industry

Garry Pigg

- ✓ Over 30 years of experience in phosphate and potash mining
- ✓ Has held senior management positions in IMC Global and Freeport-McMoRan

FOSPAC Advisors

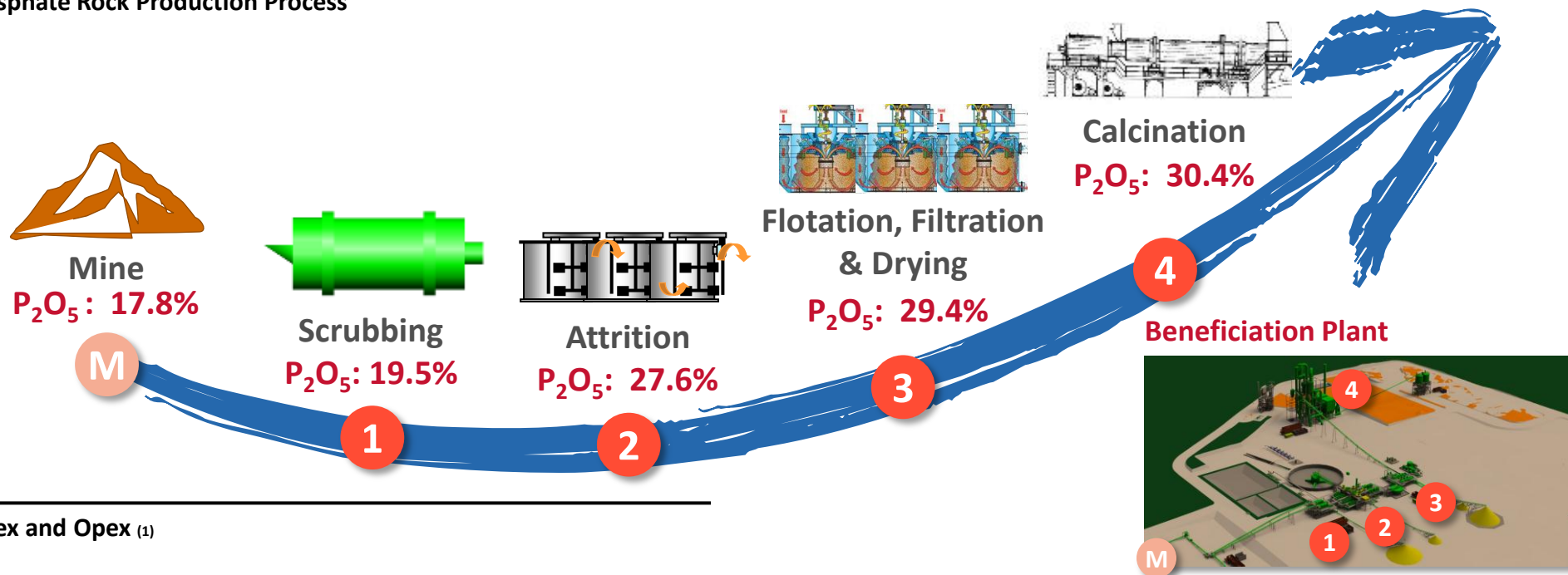
Mitsubishi Advisor

Phosphate Project Spin-off to create value for both our shareholders and our business (cont'd)



Efficient and Cost-Effective Production Process. Four Step Process to Obtain a Product of up to 30.4% P₂O₅

Phosphate Rock Production Process



Capex and Opex ⁽¹⁾

Construction Capex (US\$mm)

- | | |
|-----------------------|------------------------|
| 1 Direct | 2 Indirect |
| ✓ Mine | 3 EPC & PMC |
| ✓ Beneficiation Plant | 4 Contingency |
| ✓ Tailing Ponds | |
| ✓ Water Supply | |
| ✓ Energy Supply | |
| ✓ Port | |
| ✓ Road | |



Opex (US\$/MT)

- | | |
|-----------------------|-------------------------|
| 1 Direct | ✓ Payroll & adm exp. |
| ✓ Mine | ✓ Mine closure |
| ✓ Beneficiation Plant | |
| ✓ Tailing Ponds | 2 Indirect |
| ✓ Water Supply | 3 Other expenses |
| ✓ Energy Supply | 4 Depreciation |
| ✓ Port | |
| ✓ Road | |



Source: Company filings.

Note: Average P₂O₅ grades achieved during the phosphate rock processing.

(1) Based on the company's BFS



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