## 〈GCC



# GRUPO CEMENTOS DE CHIHUAHUA, S.A.B. DE C.V. (BMV: GCC *) 

Second quarter 2015 earnings results

## GCC REPORTS SECOND QUARTER 2015 RESULTS

Chihuahua, Chihuahua, Mexico, July 28, 2015 - Grupo Cementos de Chihuahua, S.A.B. de C.V. ("GCC" or the "Company") (BMV: GCC*), a leading producer of cement and ready mix in markets in Mexico and the United States, today announced its results for the second quarter of 2015.

## HIGHLIGHTS

GCC's solid performance in the second quarter resulted in strong growth in sales, operating income, EBITDA and net income over the same period of last year.

- Sales rose $19.6 \%$ in the United States and $17.7 \%$ in Mexico
- Cement and ready mix volumes increased $5 \%$
- EBITDA increased $29.2 \%$
- The leverage ratio declined from 3.69 times to 2.72 times

KEY FIGURES (millions of pesos)

|  | $2 \mathrm{Q15}$ | 2Q14 | $2 \mathrm{Q15}$ vs. 2Q14 | 2015 | 2014 | 2015 vs. 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 3,051.0 | 2,562.8 | 19.0\% | 5,145.3 | 4,307.5 | 19.4\% |
| Operating income | 441.0 | 315.5 | 39.8\% | 554.7 | 333.8 | 66.2\% |
| EBITDA | 676.9 | 524.0 | 29.2\% | 1,016.7 | 754.8 | 34.7\% |
| Net consolidated income | 254.0 | 172.8 | 47.0\% | 294.1 | 162.8 | 80.6\% |

EBITDA: operating income + depreciation and amortization

## FINANCIAL RESULTS

In the second quarter of 2015, Net Sales rose $19.0 \%$ over the same period of 2014, totaling $\$ 3,051.0$ million pesos. This increase was a result of higher volumes and a better pricing environment in the period, both in Mexico and the United States.

In the United States, sales increased $19.6 \%$ in the quarter compared to the previous year, totaling $\$ 2,190.3$ million pesos. This reflected the $2 \%$ increase in cement sales volumes, driven by sales in Minnesota, Texas, lowa and South Dakota, while ready mix volumes were at last year's levels, as adverse weather conditions in the southern region of the country led to a decline in volumes that was offset by growth in the northern region. Additionally, there was a better pricing environment and the effect of the $17.8 \%$ depreciation of the peso against the dollar, which positively impacted sales when converted into pesos.

The increase in sales in US dollar terms was 1.4\%, notably in the northern regions of the country where GCC operates, in the following segments: public sector, with the construction of roads and water infrastructure, and non-residential, in particular the construction of facilities and infrastructure for the commercial, manufacturing, health, entertainment and office segments.

In Mexico, sales in the second quarter of 2015 grew $17.7 \%$ over the same period of 2014 and totaled $\$ 860.7$ million pesos. Sales volumes of cement and ready mix increased $13 \%$ and $12 \%$, respectively, while block and aggregates volumes were up by $43 \%$ and $42 \%$ each. These results reflect increased activity in the following segments: residential, particularly construction of middle income housing; commercial, with the construction of business and hotel infrastructure; and industrial, with the construction of industrial buildings. Similarly, public sector activity continued to drive demand, with paving and urban infrastructure projects. The increase in sales also reflected a better pricing environment for all products.

Consolidated net sales in the first half of 2015 increased $19.4 \%$ over the same period of last year and totaled $\$ 5,145.3$ million pesos. In the United States, there was bad weather in the southern region of the country in the first half of 2015, thus growth of $2.4 \%$ in dollar terms reflects the $1 \%$ increase in cement volumes arising from more favorable weather in the northern region of the country and a better pricing environment. In Mexico, the 20.4\% increase in sales was driven by double-digit increases in volumes for all products, due to public sector activity in infrastructure projects, urban and highway paving, and a recovery in the residential, commercial and industrial segments. In addition, there was a better pricing environment for all products.

NET SALES (millions of pesos)

|  | $\mathbf{2 Q 1 5}$ | 2Q14 | 2Q15 vs. 2Q14 | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ vs. $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Consolidated | $\mathbf{3 , 0 5 1 . 0}$ | $\mathbf{2 , 5 6 2 . 8}$ | $\mathbf{1 9 . 0 \%}$ | $\mathbf{5 , 1 4 5 . 3}$ | $\mathbf{4 , 3 0 7 . 5}$ | $\mathbf{1 9 . 4 \%}$ |
| United States | $2,190.3$ | $1,831.2$ | $19.6 \%$ | $3,434.3$ | $2,886.0$ | $\mathbf{1 9 . 0} \%$ |
| Mexico | 860.7 | 731.5 | $17.7 \%$ | $1,711.0$ | $1,421.5$ | $20.4 \%$ |

NET SALES (millions of dollars)

|  | $\mathbf{2 Q 1 5}$ | $\mathbf{2 Q 1 4}$ | 2Q15 vs. 2Q14 | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ vs. $\mathbf{2 0 1 4}$ |
| :--- | ---: | ---: | :---: | :---: | :---: | :---: |
| Consolidated | $\mathbf{1 9 9 . 0}$ | $\mathbf{1 9 7 . 2}$ | $\mathbf{0 . 9 \%}$ | $\mathbf{3 3 9 . 0}$ | $\mathbf{3 2 9 . 0}$ | $\mathbf{3 . 0 \%}$ |
| United States | 142.8 | 140.9 | $1.4 \%$ | 226.0 | 220.6 | $2.4 \%$ |
| Mexico | 56.2 | 56.3 | $-0.2 \%$ | 113.0 | 108.4 | $4.2 \%$ |

VARIATION IN SALES VOLUME (\%)

|  | 2Q15 vs. 2Q14 | 2015 vs. $\mathbf{2 0 1 4}$ |
| :--- | :---: | :---: |
| Cement | $\mathbf{5 \%}$ | $\mathbf{5 \%}$ |
| United States | $2 \%$ | $1 \%$ |
| Mexico | $13 \%$ | $13 \%$ |
| Concrete | $\mathbf{5 \%}$ | $\mathbf{6 \%}$ |
| United States | $0 \%$ | $0 \%$ |
| Mexico | $12 \%$ | $14 \%$ |
| Block | $\mathbf{4 3 \%}$ | $\mathbf{3 2 \%}$ |
| Aggregates | $\mathbf{4 2 \%}$ | $\mathbf{3 8 \%}$ |

The Cost of Sales in the second quarter of 2015 was $\$ 2,294.1$ million pesos and represented $75.2 \%$ of sales, a significant reduction of 2.4 percentage points compared to the same period of last year, as a result of the combination of lower fixed production costs in dollar terms, and the effect of the exchange rate of the peso with respect to the dollar in the US Division, and in the Mexico Division, lower variable production costs due to a better product sales mix and a slight increase in fixed production costs, mainly in wages and maintenance.

In the first six months of 2015 the cost of sales represented $77.6 \%$ of sales, a decline of 2.4 percentage points with respect to the same period of 2014, reflecting sales volume growth, a better pricing environment, and a reduction in variable costs, primarily due to lower freight and fuel costs in the US Division.

Operating Expenses in the second quarter of 2015 totaled $\$ 315.8$ million pesos, $22.7 \%$ higher than in the same quarter of last year, and represented $10.4 \%$ of sales. The increase in the quarter was due to a combination of the following factors: the effect of the depreciation of the peso against the dollar on expenses in the US Division, the increase in salaries and benefits, and higher depreciation charges. In the first half of 2015 , operating expenses rose $13.8 \%$ as a result of higher salaries and benefits in both Divisions, and the effect of the depreciation of the peso against the dollar; these were partially offset by lower depreciation charges in the period. As a percentage of sales, operating expenses for the first six months of the year declined 0.6 percentage points.

Operating Income in the second quarter of 2015 rose $39.8 \%$ over the same quarter of 2014 and totaled $\$ 441.0$ million pesos, reflecting GCC's operating leverage. Similarly, cumulative operating income in the first half of the year grew $66.2 \%$ over the same period of the prior year and totaled $\$ 554.7$ million pesos.

EBITDA in the second quarter of the year increased $29.2 \%$ compared to the second quarter of the previous year, totaling $\$ 676.9$ million pesos. The margin expanded 1.8 percentage points to $22.2 \%$ of sales, an increase driven by GCC's operating leverage. Cumulative EBITDA in 2015 rose $34.7 \%$ over the same period of 2014, and totaled $\$ 1,016.7$ million pesos, with a $19.8 \%$ margin, 2.3 percentage points greater than the margin for the first half of 2014.

Net Financial Expenses in the second quarter of 2015 totaled $\$ 141.4$ million pesos, rising $0.8 \%$ over the same quarter of last year. This increase was due to the effect of the depreciation of the peso against the dollar on net financial expenses, combined with the positive effect of lower applicable margins on bank debt due to lower leverage, and a lower debt balance. Additionally, a foreign exchange gain was recorded for the effect of the depreciation of the peso against the dollar. During the first half of 2015, net financial expenses totaled $\$ 278.9$ million pesos, an increase of $3.4 \%$ over the same period last year, reflecting the $15.3 \%$ cumulative depreciation of the peso against the dollar, combined with the effect of the reduction in applicable margins and total bank debt.

In the second quarter of 2015, Income Taxes totaled \$46.3 million pesos, compared with $\$ 2.4$ million in the same period of last year, due to the $71.4 \%$ rise in pre-tax profit over the second quarter of 2014. Income tax recorded in the first half of 2015 reflects a benefit of $\$ 14.6$ million pesos.

Consolidated Net Income in the second quarter of 2015 totaled $\$ 254.0$ million pesos, an increase of $47.0 \%$ over the second quarter of 2014. In the first half of 2015, consolidated net income rose $80.6 \%$ to $\$ 294.1$ million pesos, compared to a net income of $\$ 162.8$ million pesos in the same period of last year.

Free Cash Flow in the second quarter required the use of $\$ 215.7$ million pesos in resources, a $32.6 \%$ rise from the $\$ 162.7$ million pesos resource requirement in the second quarter of 2014. The variation was comprised of the combination of the following factors: $29.2 \%$ increase in EBTIDA, higher net working capital requirements, mainly due to the rise in accounts receivable and reduction in accounts payable, and the decreases of $20.3 \%$ and $22.3 \%$ in capital expenditures and net financial expenses, respectively, as well as higher cash generated by other items. In the first half of $2015, \$ 738.4$ million pesos were required, an increase of $37.0 \%$ compared to the 2014 resource requirement of $\$ 539.0$ million pesos. This requirement was primarily due to the increase in net working capital and higher capital expenditures, which are offset by higher EBITDA generation.

EBITDA AND FREE CASH FLOW (millions of pesos)

|  | 2 Q15 | 2014 | Var | 2015 | 2014 | Var |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 441.0 | 315.5 | 39.8\% | 554.7 | 333.8 | 66.2\% |
| Depreciation and amortization | 235.9 | 208.5 | 13.1\% | 462.0 | 421.0 | 9.7\% |
| EBITDA | 676.9 | 524.0 | 29.2\% | 1,016.7 | 754.8 | 34.7\% |
| Interest income (expense) | (29.4) | (37.9) | -22.3\% | (217.5) | (216.0) | 0.7\% |
| (Increase) Decrease in working capital | (653.5) | (301.7) | 116.6\% | (888.0) | (417.6) | 112.6\% |
| Taxes | (101.5) | (103.2) | -1.7\% | (113.9) | (119.7) | -4.8\% |
| Capital expenditures | (236.1) | (296.2) | -20.3\% | (522.6) | (390.0) | 34.0\% |
| Other | 127.9 | 52.4 | 144.1\% | (13.1) | (150.6) | -91.3\% |
| Free cash flow | (215.7) | (162.7) | 32.6\% | (738.4) | (539.0) | 37.0\% |
| Initial cash balance | 1,111.6 | 850.8 | 30.7\% | 1,786.6 | 1,261.6 | 41.6\% |
| FX effect | 26.4 | (2.1) | 1346.1\% | 70.6 | 4.5 | 1478.1\% |
| Debt amortizations | (195.7) | (40.5) | 383.7\% | (392.3) | (81.5) | 381.4\% |
| Final cash balance | 726.6 | 645.6 | 12.5\% | 726.6 | 645.6 | 12.5\% |

Total Interest-Bearing Debt at June 30, 2015 was $\$ 6,847.4$ million pesos, $9.3 \%$ more than at the close of June 2014. This increase was due to the combination of amortization payments made, equivalent to $16.0 \%$ of bank debt, and the depreciation of the peso against the dollar. The Company's leverage ratio declined form 3.69 times to 2.72 times, as a result of the increase in EBITDA and amortization payments made towards bank debt.

At the close of the first half of 2015, short-term debt totaled $\$ 977.6$ million pesos and comprised $14.3 \%$ of total debt. Of the Company's total debt, $94 \%$ is denominated in dollars, and $6 \%$ in pesos.

INTEREST- BEARING DEBT (millions of pesos)

|  | Jun-2015 | Jun-2014 | 2015 vs. 2014 |
| :--- | ---: | ---: | ---: |
| TOTAL | $\mathbf{6 , 8 4 7 . 4}$ | $\mathbf{6 , 2 6 2 . 0}$ | $\mathbf{9 . 3} \%$ |
| Dollar denominated | $94 \%$ | $92 \%$ |  |
| Pesos denominated | $6 \%$ | $8 \%$ |  |
| Short term | $\mathbf{9 7 7 . 6}$ | $\mathbf{5 2 0 . 4}$ | $\mathbf{8 7 . 9 \%}$ |
| Dollar denominated | $85 \%$ | $83 \%$ |  |
| Pesos denominated | $15 \%$ | $17 \%$ |  |
| Long Term | $\mathbf{5 , 8 6 9 . 8}$ | $\mathbf{5 , 7 4 1 . 6}$ | $\mathbf{2 . 2} \%$ |
| Dollar denominated | $95 \%$ | $92 \%$ |  |
| Pesos denominated | $5 \%$ | $8 \%$ |  |

GCC's Total Assets at June 30, 2015 totaled $\$ 24,672.7$ million pesos, rising $12.4 \%$ with respect to total assets at the close of the second quarter of 2014, due primarily to the effect of the depreciation of the peso against the dollar on the assets of the US Division, capital expenditures and higher accounts receivable and inventories.

As per the provisions of Article 4.033 .01 section VIII of the Mexican Stock Exchange Regulations, the Company discloses that as of January 2014, analyst coverage of GCC stock is conducted by the independent research group Investigaciones MSMexico, S. de R.L. de C.V. (Morningstar).

## OTHER EVENTS

## GCC successfully concluded the refinancing of its bank debt.

On July 27, GCC notified investors that it successfully concluded the refinancing of its syndicated bank loan, achieving a reduction of costs, improving the maturity profile of its bank debt and securing better contractual terms.

These substantial changes to financing terms reflect GCC's continued efforts to significantly improve its operating and financial results, and provide the Company with greater financial flexibility.

The refinancing consists of a syndicated bank loan equivalent to USD\$194 million dollars, to mature in five years, in which the lead arrangers were BBVA Securities, Citigroup Global Markets and The Bank of Nova Scotia. In addition to the lead arrangers, Comerica Bank, Sabadell Capital, Banco del Bajio, Banco Monex, Banco Nacional de Comercio Exterior, Banco Latinoamericano de Comercio Exterior and J.P. Morgan Chase Bank participated in the transaction.

## BASIS OF PREPARATION FOR FINANCIAL STATEMENTS

All figures herein were prepared in accordance with International Financial Reporting Standards, and are expressed in Mexican pesos. Unless otherwise stated, all percentage changes refer to the 2015 figures compared to those of 2014.


#### Abstract

About GCC GCC is a leading supplier of cement, aggregates, concrete and construction-related services in Mexico and the United States. The Company has annual cement production capacity of 4.6 million tons.

Founded in 1941, the Company's shares trade on the Mexican Stock Exchange under the ticker symbol GCC*.


This document contains forward-looking statements relating to Grupo Cementos de Chihuahua S.A.B. de C.V. and subsidiaries (GCC) based upon management projections. These projections reflect GCC's opinion on future events that may be subject to a number of risks and uncertainties. Various factors may cause actual results to differ from those expressed herein, including, among others, changes in macroeconomic, political, governmental or business conditions in the markets where GCC operates; changes in interest rates, inflation rates and currency exchange rates; construction industry performance; pricing, business strategy and other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. GCC assumes no obligation to update or correct the information contained in this press release.

## Income Statement

(Thousands of pesos)

|  | 2Q 2015 | \% | 2Q 2014 | \% | 2Q15 / 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 3,050,964 | 100.0\% | 2,562,766 | 100.0\% | 19.0\% |
| Mexico sales | 860,655 | 28.2\% | 731,535 | 28.5\% | 17.7\% |
| USA sales | 2,190,309 | 71.8\% | 1,831,231 | 71.5\% | 19.6\% |
| Cost of sales | 2,294,127 | 75.2\% | 1,989,901 | 77.6\% | 15.3\% |
| Gross income | 756,837 | 24.8\% | 572,865 | 22.4\% | 32.1\% |
| Operating expenses | 315,844 | 10.4\% | 257,363 | 10.0\% | 22.7\% |
| Operating income (loss) | 440,993 | 14.5\% | 315,502 | 12.3\% | 39.8\% |
| Other expenses, net | 2,715 | 0.1\% | 3,707 | 0.1\% | -26.8\% |
| Operating income (loss) after other expenses, net | 438,278 | 14.4\% | 311,795 | 12.2\% | 40.6\% |
| Financial income | 6,184 | 0.2\% | 4,237 | 0.2\% | 46.0\% |
| Financial expenses | $(152,779)$ | -5.0\% | $(141,217)$ | -5.5\% | 8.2\% |
| Exchange gain (loss), net | 5,200 | 0.2\% | $(3,341)$ | -0.1\% | 255.6\% |
| Net financing income (expenses) | $(141,395)$ | -4.6\% | $(140,321)$ | -5.5\% | 0.8\% |
| Earnings in associates | 3,400 | 0.1\% | 3,720 | 0.1\% | -8.6\% |
| Income (loss) before taxes | 300,283 | 9.8\% | 175,194 | 6.8\% | 71.4\% |
| Income taxes | 46,282 | 1.5\% | 2,424 | 0.1\% | 1809.3\% |
| Consolidated net (loss) income | 254,001 | 8.3\% | 172,770 | 6.7\% | 47.0\% |
| Controlling interest | 253,941 | 8.3\% | 172,790 | 6.7\% | 47.0\% |
| Non-controlling interest | 60 | 0.0\% | (20) | 0.0\% | 400.0\% |
| EBITDA | 676,858 | 22.2\% | 523,981 | 20.4\% | 29.2\% |
| Free cash flow | $(215,724)$ | -7.1\% | $(162,654)$ | -6.3\% | 32.6\% |

## Cumulative Income Statement to June 30

(Thousands of pesos)

|  | 2015 | \% | 2014 | \% | 2015 / 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 5,145,327 | 100.0\% | 4,307,539 | 100.0\% | 19.4\% |
| Mexico sales | 1,711,016 | 33.3\% | 1,421,520 | 33.0\% | 20.4\% |
| USA sales | 3,434,311 | 66.7\% | 2,886,019 | 67.0\% | 19.0\% |
| Cost of sales | 3,990,283 | 77.6\% | 3,445,982 | 80.0\% | 15.8\% |
| Gross income | 1,155,044 | 22.4\% | 861,557 | 20.0\% | 34.1\% |
| Operating expenses | 600,380 | 11.7\% | 527,791 | 12.3\% | 13.8\% |
| Operating income (loss) | 554,664 | 10.8\% | 333,766 | 7.7\% | 66.2\% |
| Other expenses, net | 3,144 | 0.1\% | 4,407 | 0.1\% | -28.7\% |
| Operating income (loss) after other expenses, net | 551,520 | 10.7\% | 329,359 | 7.6\% | 67.5\% |
| Financial income | 13,438 | 0.3\% | 11,259 | 0.3\% | 19.4\% |
| Financial expenses | $(304,844)$ | -5.9\% | $(280,324)$ | -6.5\% | 8.7\% |
| Exchange gain (loss), net | 12,500 | 0.2\% | (600) | 0.0\% | 2183.3\% |
| Net financing income (expenses) | $(278,906)$ | -5.4\% | $(269,665)$ | -6.3\% | 3.4\% |
| Earnings in associates | 6,800 | 0.1\% | 7,655 | 0.2\% | -11.2\% |
| Income (loss) before taxes | 279,414 | 5.4\% | 67,349 | 1.6\% | 314.9\% |
| Income taxes | $(14,644)$ | -0.3\% | $(95,444)$ | -2.2\% | -84.7\% |
| Consolidated net (loss) income | 294,058 | 5.7\% | 162,793 | 3.8\% | 80.6\% |
| Controlling interest | 293,937 | 5.7\% | $162,794$ | 3.8\% | 80.6\% |
| Non-controlling interest | 121 | 0.0\% | (1) | 0.0\% | 12200.0\% |
| EBITDA | 1,016,682 | 19.8\% | 754,804 | 17.5\% | 34.7\% |
| Free cash flow | $(738,358)$ | -14.4\% | $(539,015)$ | -12.5\% | 37.0\% |

## 2015 Income Statement

(Thousands of pesos)

|  | 1Q2015 | \% | 2Q 2015 | \% | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 2,094,363 | 100.0\% | 3,050,964 | 100.0\% | 5,145,327 |
| Mexico sales | 850,361 | 40.6\% | 860,655 | 28.2\% | 1,711,016 |
| USA sales | 1,244,002 | 59.4\% | 2,190,309 | 71.8\% | 3,434,311 |
| Cost of sales | 1,696,156 | 81.0\% | 2,294,127 | 75.2\% | 3,990,283 |
| Gross income | 398,207 | 19.0\% | 756,837 | 24.8\% | 1,155,044 |
| Operating expenses | 284,536 | 13.6\% | 315,844 | 10.4\% | 600,380 |
| Operating income (loss) | 113,671 | 5.4\% | 440,993 | 14.5\% | 554,664 |
| Other expenses, net | 429 | 0.0\% | 2,715 | 0.1\% | 3,144 |
| Operating income (loss) after other expenses, net | 113,242 | 5.4\% | 438,278 | 14.4\% | 551,520 |
| Financial income | 7,254 | 0.3\% | 6,184 | 0.2\% | 13,438 |
| Financial expenses | $(152,065)$ | -7.3\% | $(152,779)$ | -5.0\% | $(304,844)$ |
| Exchange gain (loss), net | 7,300 | 0.3\% | 5,200 | 0.2\% | 12,500 |
| Net financing income (expenses) | $(137,511)$ | -6.6\% | $(141,395)$ | -4.6\% | $(278,906)$ |
| Earnings in associates | 3,400 | 0.2\% | 3,400 | 0.1\% | 6,800 |
| Income (loss) before taxes | $(20,869)$ | -1.0\% | 300,283 | 9.8\% | 279,414 |
| Income taxes | $(60,926)$ | -2.9\% | 46,282 | 1.5\% | $(14,644)$ |
| Consolidated net (loss) income | 40,057 | 1.9\% | 254,001 | 8.3\% | 294,058 |
| Controlling interest | 39,996 | 1.9\% | 253,941 | 8.3\% | 293,937 |
| Non-controlling interest | 61 | 0.0\% | 60 | 0.0\% | 121 |
| EBITDA | 339,824 | 16.2\% | 676,858 | 22.2\% | 1,016,682 |

## 2014 Income Statement

(Thousands of pesos)

|  | 1Q 2014 | \% | 2Q 2014 | \% | 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 1,744,773 | 100.0\% | 2,562,766 | 100.0\% | 4,307,539 |
| Mexico sales | 689,985 | 39.5\% | 731,535 | 28.5\% | 1,421,520 |
| USA sales | 1,054,788 | 60.5\% | 1,831,231 | 71.5\% | 2,886,019 |
| Cost of sales | 1,456,081 | 83.5\% | 1,989,901 | 77.6\% | 3,445,982 |
| Gross income | 288,692 | 16.5\% | 572,865 | 22.4\% | 861,557 |
| Operating expenses | 270,428 | 15.5\% | 257,363 | 10.0\% | 527,791 |
| Operating income (loss) | 18,264 | 1.0\% | 315,502 | 12.3\% | 333,766 |
| Other expenses, net | 700 | 0.0\% | 3,707 | 0.1\% | 4,407 |
| Operating income (loss) after other expenses, net | 17,564 | 1.0\% | 311,795 | 12.2\% | 329,359 |
| Financial income | 7,022 | 0.4\% | 4,237 | 0.2\% | 11,259 |
| Financial expenses | $(139,107)$ | -8.0\% | $(141,217)$ | -5.5\% | $(280,324)$ |
| Exchange gain (loss), net | 2,741 | 0.2\% | $(3,341)$ | -0.1\% | (600) |
| Net financing income (expenses) | $(129,344)$ | -7.4\% | $(140,321)$ | -5.5\% | $(269,665)$ |
| Earnings in associates | 3,935 | 0.2\% | 3,720 | 0.1\% | 7,655 |
| Income (loss) before taxes | $(107,845)$ | -6.2\% | 175,194 | 6.8\% | 67,349 |
| Income taxes | $(97,868)$ | -5.6\% | 2,424 | 0.1\% | $(95,444)$ |
| Consolidated net (loss) income | $(9,977)$ | -0.6\% | 172,770 | 6.7\% | 162,793 |
| Controlling interest | $(9,996)$ | -0.6\% |  | 6.7\% | 162,794 |
| Non-controlling interest | 19 | 0.0\% | (20) | 0.0\% | (1) |
| EBITDA | 230,823 | 13.2\% | 523,981 | 20.4\% | 754,804 |

## Statement of Financial Position

(Thousands of pesos)

|  | JUNE 2015 | JUNE 2014 | Variation |
| :---: | :---: | :---: | :---: |
| Total assets | 24,672,667 | 21,951,251 | 12.4\% |
| Current Assets | 5,131,011 | 4,380,900 | 17.1\% |
| Cash and cash equivalents | 726,558 | 645,575 | 12.5\% |
| Accounts receivable, net | 1,657,964 | 1,411,833 | 17.4\% |
| Other accounts receivable, net | 609,806 | 588,164 | 3.7\% |
| Prepaid expenses | 178,972 | 112,816 | 58.6\% |
| Inventories | 1,431,305 | 1,094,782 | 30.7\% |
| Urban land | 526,406 | 527,730 | -0.3\% |
| Non-current assets | 19,541,656 | 17,570,351 | 11.2\% |
| Property, machinery and equipment, net | 13,152,222 | 11,937,344 | 10.2\% |
| Investment in associates | 132,628 | 120,201 | 10.3\% |
| Goodwill | 5,006,486 | 4,191,501 | 19.4\% |
| Other non-current assets | 94,620 | 254,905 | -62.9\% |
| Deferred taxes | 1,155,700 | 1,066,400 | 8.4\% |
| Total liabilities | 10,941,052 | 9,727,922 | 12.5\% |
| Current liabilities | 2,936,217 | 2,124,469 | 38.2\% |
| Bank debt | 977,614 | 518,450 | 88.6\% |
| Senior secured notes | - | - | 0.0\% |
| Other cost bearing liabilities | - | 1,905 | -100.0\% |
| Current portion of long term debt | 977,614 | 520,355 | 87.9\% |
| Trade accounts payable | 887,771 | 858,954 | 3.4\% |
| Other current liabilities | 1,070,832 | 745,160 | 43.7\% |
| Long-term liabilities | 8,004,835 | 7,603,453 | 5.3\% |
| Bank debt | 1,950,231 | 2,478,252 | -21.3\% |
| Senior secured notes | 3,919,569 | 3,263,373 | 20.1\% |
| Other cost bearing liabilities | - | - | 0.0\% |
| Long term debt | 5,869,800 | 5,741,625 | 2.2\% |
| Employee benefits | 622,272 | 367,572 | 69.3\% |
| Other long-term liabilities | 62,465 | 50,948 | 22.6\% |
| Deferred income taxes | 1,450,298 | 1,443,308 | 0.5\% |
| Total equity | 13,731,615 | 12,223,329 | 12.3\% |
| Controlling interest | 13,727,789 | 12,219,975 | 12.3\% |
| Capital stock | 396,270 | 396,270 | 0.0\% |
| Additional paid-in capital | 1,832,940 | 1,832,940 | 0.0\% |
| Reserves | 279,998 | 279,998 | 0.0\% |
| Retained earnings | 10,061,151 | 9,642,447 | 4.3\% |
| Net consolidated (loss) income | 293,937 | 162,794 | 80.6\% |
| Other comprehensive income | 863,493 | $(94,474)$ | 1014.0\% |
| Non-controlling interest | 3,826 | 3,354 | 14.1\% |
| Total liabilities and equity | 24,672,667 | 21,951,251 | 12.4\% |

## Income Statement

(Thousands of dollars)

|  | 2Q 2015 | \% | 2Q 2014 | \% | 2Q15 / 2Q14 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 199,016 | 100.0\% | 197,171 | 100.0\% | 0.9\% |
| Mexico sales | 56,183 | 28.2\% | 56,270 | 28.5\% | -0.2\% |
| USA sales | 142,833 | 71.8\% | 140,901 | 71.5\% | 1.4\% |
| Cost of sales | 149,640 | 75.2\% | 153,078 | 77.6\% | -2.2\% |
| Gross income | 49,376 | 24.8\% | 44,094 | 22.4\% | 12.0\% |
| Operating expenses | 20,647 | 10.4\% | 19,785 | 10.0\% | 4.4\% |
| Operating income (loss) | 28,729 | 14.4\% | 24,309 | 12.3\% | 18.2\% |
| Other expenses, net | 175 | 0.1\% | 283 | 0.1\% | -38.2\% |
| Operating income (loss) after other expenses, (net) | 28,554 | 14.3\% | 24,026 | 12.2\% | 18.8\% |
| Financial income | 402 | 0.2\% | 326 | 0.2\% | 23.5\% |
| Financial expenses | $(9,975)$ | -5.0\% | $(10,858)$ | -5.5\% | -8.1\% |
| Exchange gain (loss), net | 338 | 0.2\% | (258) | -0.1\% | 231.2\% |
| Net financing income (expenses) | $(9,235)$ | -4.6\% | $(10,790)$ | -5.5\% | -14.4\% |
| Earnings in associates | 225 | 0.1\% | 290 | 0.1\% | -22.4\% |
| Income (loss) before taxes | 19,544 | 9.8\% | 13,525 | 6.9\% | 44.5\% |
| Income taxes | 2,998 | 1.5\% | 197 | 0.1\% | 1420.5\% |
| Consolidated net (loss) income | 16,546 | 8.3\% | 13,328 | 6.8\% | 24.1\% |
| Controlling interest | 16,542 | 8.3\% | 13,329 | 6.8\% | 24.1\% |
| Non-controlling interest | 4 | 0.0\% | (1) | 0.0\% | 466.9\% |
| EBITDA | 44,126 | 22.2\% | 40,343 | 20.5\% | 9.4\% |

## Cumulative Income Statement to June 30

(Thousands of dollars)

|  | 2015 | \% | 2014 | \% | 2015 / 2014 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | 338,978 | 100.0\% | 329,024 | 100.0\% | 3.0\% |
| Mexico sales | 113,006 | 33.3\% | 108,409 | 32.9\% | 4.2\% |
| USA sales | 225,972 | 66.7\% | 220,615 | 67.1\% | 2.4\% |
| Cost of sales | 262,965 | 77.6\% | 263,111 | 80.0\% | -0.1\% |
| Gross income | 76,013 | 22.4\% | 65,913 | 20.0\% | 15.3\% |
| Operating expenses | 39,685 | 11.7\% | 40,222 | 12.2\% | -1.3\% |
| Operating income (loss) | 36,328 | 10.7\% | 25,691 | 7.8\% | 41.4\% |
| Other expenses, net | 205 | 0.1\% | 338 | 0.1\% | -39.4\% |
| Operating income (loss) after other expenses, (net) | 36,123 | 10.7\% | 25,353 | 7.7\% | 42.5\% |
| Financial income | 888 | 0.3\% | 857 | 0.3\% | 3.7\% |
| Financial expenses | $(20,157)$ | -5.9\% | $(21,366)$ | -6.5\% | -5.7\% |
| Exchange gain (loss), net | 823 | 0.2\% | (50) | 0.0\% | 1759.7\% |
| Net financing income (expenses) | $(18,446)$ | -5.4\% | $(20,559)$ | -6.2\% | -10.3\% |
| Earnings in associates | 451 | 0.1\% | 583 | 0.2\% | -22.6\% |
| Income (loss) before taxes | 18,128 | 5.3\% | 5,376 | 1.6\% | 237.2\% |
| Income taxes | $(1,084)$ | -0.3\% | $(7,191)$ | -2.2\% | -84.9\% |
| Consolidated net (loss) income | 19,212 | 5.7\% | 12,567 | 3.8\% | 52.9\% |
| Related to equity holders of the parent | 19,204 | 5.7\% | 12,567 | 3.8\% | 52.8\% |
| Non-controlling interests | 8 | 0.0\% |  | 0.0\% | - |
| EBITDA | 66,862 | 19.7\% | 57,784 | 17.6\% | 15.7\% |

