

# 2019

## SECOND QUARTER EARNINGS REPORT



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## **GCC REPORTS SECOND QUARTER AND SIX MONTH 2019 RESULTS**

**Chihuahua, Mexico, July 23, 2019** – Grupo Cementos de Chihuahua, S.A.B. de C.V. (BMV: GCC\*), a leading producer of cement and concrete in the United States and Mexico, today announced its results for the second quarter of 2019.

Results from assets sold in June 2018 (including sales, costs and expenses) have been reported as discontinued operations, in accordance with IFRS-5 – Non-Current Assets Held for Sale and Discontinued Operations. Information on sales volumes refers to continuing operations only.

### **2Q19 HIGHLIGHTS**

- Unusually heavy precipitation and colder-than-average temperatures adversely impacted most markets in the U.S. and disrupted GCC's distribution network
- Consolidated Net Sales increased 3.5% to US\$240.5 million in 2Q19, mainly driven by higher cement volumes and improved pricing in both countries
- Net sales rose 8.4% in Mexico and 1.8% in the U.S. due to volume and price increases
- EBITDA increased 2.2%, to US\$ 70.9 million with a 29.5% EBITDA margin
- Excluding the effect of IFRS-16, EBITDA would have decreased 5.7% on a pro forma basis
- Net leverage (Net debt/EBITDA) ratio was 1.86x as of June 2019
- Earnings per share totaled US\$ 0.0754
- A dividend of Ps. 0.8189 per outstanding share will be paid on August 15, 2019
- Rapid City stabilization process has improved significantly, reaching production levels to successfully meet FY 2019 demand
- A new terminal was opened in Fort Stockton, Texas
- All GCC businesses have a strong backlog

## KEY FIGURES (millions of dollars)

	2Q19	2Q18	2Q19 vs. 2Q18	1H19	1H18	1H19 vs. 1H18
Net Sales	240.5	232.3	3.5%	403.9	398.8	1.3%
Operating Income before Other Expenses, net	42.5	50.4	-15.8%	53.5	76.4	-30.0%
EBITDA*	70.9	69.4	2.2%	109.2	115.0	-5.0%
EBITDA Margin	29.5%	29.9%		27.0%	28.8%	
Free Cash Flow**	(15.2)	(2.0)	- 647.2%	(36.9)	(12.5)	- 194.6%
Net Income	25.1	(12.0)	n.m.	29.0	(0.6)	n.m.
Earnings per Share (US\$)***	0.0754	(0.0360)		0.0872	(0.0019)	

\*EBITDA: operating income before other expenses + depreciation and amortization.

\*\*Free Cash flow before expansion CapEx.

\*\*\*Earnings per share calculated based on average number of outstanding shares during the quarter

**Enrique Escalante, GCC's Chief Executive Officer, commented:** "While GCC's U.S. operations continued to be adversely impacted during the second quarter by an above-average precipitation and below-average temperatures and construction labor shortages, the substantial backlog at our U.S. operations underscores strong demand for our products. We've begun to reap the benefits early in the third quarter, as the U.S. weather has finally cleared.

This quarter, we successfully leveraged GCC's newest acquisition - our Trident plant in Montana - to serve our Canadian customers, while addressing the robust demand we're seeing in both Montana and Idaho. As part of our original strategy, we continue looking for the best sales mix in order to optimize our profitability in this region.

I'm pleased to note that the stabilization process at our Rapid City, South Dakota, cement plant improved significantly during the second quarter, reaching current production levels that will now enable us to successfully meet our 2019 full year demand.

Further, despite prior oil well cement testing and approval process delays at our Chihuahua plant, we began shipment of oil well cement to GCC's new Fort Stockton, Texas terminal which today is fully operational. This will increase our exported volumes; attracting additional customers to the region while improving product availability to current ones.

Pricing dynamics in the U.S. continue to be favorable, the additional eight U.S. dollar per ton increase is in place since April 1 in all our markets excluding the oil well cement segment. While we have experienced some pushback, we have achieved an average of five U.S. dollar per ton increase.

Second quarter sales in Mexico increased by 8.4%, and by 8.2% for the first half of the year, despite a challenging environment, due to continued strength in pricing and volumes, which were again supported by the mining and construction sectors."

*Mr. Escalante continued, "We remain focused on containing expenses ahead of strong anticipated demand in the second half in the U.S. And while we're cautiously optimistic that our performance will strengthen in the coming semester, we have revised certain areas of our guidance based on our results thus far."*

*He added, "Further, we continued our progress during the quarter securing long-term supply from a power generator, while we identify opportunities to tap renewable energy as part of GCC's ongoing commitment to the environment and sustainability. Along these lines, in April we released GCC's 2018 Sustainability Report which details the many aspects of our Company's efforts in this area, as we build a more sustainable company and a more sustainable Earth."*

## FINANCIAL RESULTS

**Consolidated Net Sales** for the second quarter of 2019 increased by 3.5% to US\$ 240.5 million, from US\$ 232.3 million in 2Q18. This was primarily due to higher cement volumes in the U.S. and Mexico, higher concrete volumes in Mexico, as well as a favorable price environment in both markets, which were partially offset by lower concrete volumes in the U.S.

For comparative purposes, Consolidated Net Sales excluding the Trident cement plant acquired in 2Q18 would have decreased by 1.1%.

*Six months:* Net sales increased 1.3% to US\$ 403.9 million. The increase resulted from higher cement and ready-mix volumes in Mexico as well as price increases in both markets.

### NET SALES (millions of dollars)

	2Q19	2Q18	2Q19 vs. 2Q18	1H19	1H18	1H19 vs. 1H18
<b>Consolidated</b>	<b>240.5</b>	<b>232.3</b>	<b>3.5%</b>	<b>403.9</b>	<b>398.8</b>	<b>1.3%</b>
Unites States	175.4	172.3	1.8%	278.8	283.2	-1.6%
U.S. like-like	164.8	172.3	-4.3%	264.8	283.2	-6.5%
Mexico	65.0	60.0	8.4%	125.1	115.6	8.2%
	2Q19 vs. 2Q18			1H19 vs. 1H18		
	Volumes	Prices*		Volumes	Prices*	
<b>Cement</b>						
Unites States	3.5%	1.8%		-0.9%	2.4%	
U.S. like-like	-5.5%	3.2%		-8.4%	3.8%	
Mexico	4.9%	4.0%		4.4%	5.5%	
<b>Concrete</b>						
Unites States	-10.8%	5.7%		-12.4%	4.4%	
Mexico	6.0%	8.5%		3.4%	9.6%	

\*Prices in local currency

**U.S. sales**, which represented 73% of GCC's consolidated net sales, increased by 1.8% to US\$ 175.4 million due to a 1.8% and 5.7% increase in cement and concrete prices, respectively, and a 3.5% increase in cement volumes, which were partially offset by a 10.8% decrease in concrete volumes. Excluding the acquired operations, U.S. sales would have decreased by 4.3%.

2Q19 cement and ready-mix sales volumes were adversely impacted by an extended rainy season, characterized by cold, heavy rain which resulted in flooding in some markets. The weather delayed the start of the construction season and affected the distribution of GCC products. The quarter was also affected by slower project execution due the construction labor shortage in the U.S. and delays in the testing and approval process of oil well cement produced at Chihuahua's cement plant.

Excluding GCC's acquired operations, cement sales volumes would have decreased by 5.5% and cement prices would have increased by 3.2%.

*Six months:* U.S. sales decreased 1.6%, to US\$ 278.8 million. This was primarily due to a 12.4% decrease in ready-mix volumes and a 0.9% decrease in cement volumes.

**Mexico sales**, which represented 27% of GCC's consolidated net sales, increased 8.4% in the second quarter 2019, to US\$ 65 million. This was due to a 4.9% increase in cement volumes and a 6% increase in concrete volumes, with a 4% and 8.5% increase in prices, respectively.

The primary contributors to 2Q19 Mexico sales included demand related to: industrial warehouse construction, mining projects and middle-income housing at the northern cities.

*Six months:* Mexico sales rose 8.2% to US\$ 125.1 million, primarily due to 5.5% and 9.6% increases in cement and ready-mix prices, respectively, as well as 4.4% and 3.4% increases in cement and ready-mix volumes, respectively.

**Cost of Sales** totaled US\$ 176.7 million in 2Q19, representing 73.5% of total sales; a 2.8 percentage point year-on-year increase. This increase was primarily due to:

#### **U.S**

- An increase in variable costs of concrete and coal
- An increase in production costs at GCC's Rapid City plant due to the operational ramp up
- Higher operation expenses, mainly due to Company's most recent U.S. acquisitions and costs associated with GCC's coal mine
- An increase in depreciation related to the Rapid City plant expansion project and to the Company's new business
- An increase in lower-margin oil well cement sold from GCC's Tijeras plant to the West Texas markets

#### **Mexico**

- Increased electricity and fuel costs in Mexico

All above effects were partially offset by increased prices and decreased inventories at both divisions.



*Six months:* Cost of sales was 76.1% of revenues; a 4.5 percentage-point increase from the same period in 2018. The increase was primarily due to the above reasons impacting Q2 2019, as well as lower cost dilution.

**Operating Expenses** increased 20.7% to US\$ 21.2 million, equivalent to 8.8% of consolidated net sales; a 1.2 percentage-point increase, mainly due to higher depreciation related to GCC's most recent U.S. acquisitions, and to higher corporate expenses due to the activation of GCC's Long Term Incentive Plan (LTIP) and the implementation of the Corporate Technical and Operations Office (CTOO) which began operation in Q1 2019. These expenses were previously recorded under cost of sales; however, most have since been reclassified to the operating expenses line and corporate expenses.

*Six months:* Operating expenses increased 16.6%, to US\$ 42.8 million. These were equivalent to 10.6% of sales; a 1.4 percentage point increase due to the factors described.

**Operating Income before Other Expenses** decreased 15.8%, to US\$ 42.5 million.

*Six months:* Operating income before other expenses decreased 30% to US\$ 53.5 million.

**Other net expenses** were US\$ 0.6 million, compared to US\$ 7.1 million in the prior year period. This decrease in expenses and commissions was related to assets which had since been divested, and acquisitions made in 2Q18.

*Six months:* Other expenses were US\$ 0.5 million, compared to US\$ 7.3 million in the prior year period.

**Operating Income** decreased 3.4%, to US\$ 41.8 million.

*Six months:* Operating income decreased 23.3% to US\$ 52.9 million.

**EBITDA** increased 2.2% to US\$ 70.9 million, while the EBITDA margin contracted 0.4 percentage points to 29.5%. In the second quarter of 2019, 71% of EBITDA was generated by the Company's U.S. operations and 29% by its Mexico operations.

EBITDA excluding acquired operations would have decreased 0.9% to US\$ 68.7 million while the EBITDA margin would have remained unchanged at 29.9%.

For comparative purposes, 2Q19 EBITDA would have decreased 5.7% compared to 2Q18 on a pro forma basis if we exclude the IFRS-16 effect from the 2Q19 results.

*Six months:* EBITDA decreased 5% to US\$ 109.2 million, with a margin of 27%; 1.8 percentage points below the prior year period.

U.S. operations generated 59% of EBITDA, and Mexico generated 41% in the semester.

**Net Financial Expenses** decreased 19.3%, to US\$ 12.5 million, primarily due to lower bank interest expense because of the June 2018 refinancing, as well as the absence of commissions paid compared to 2Q18

*Six months:* Net financial expenses decreased 20.9% to US\$ 21.1 million.

**Income tax** totaled US\$ 4.6 million in 2Q19; compared to income taxes of US\$ 0.3 million in 2Q18 mainly due to differences in U.S. and Mexico tax rates relative to the performance of these businesses.

*Six months:* Income tax totaled US\$ 3.8 million, a 4.1% increase compared to the prior year period.

**Income before Discontinued Operations** was US\$ 25.1 million for the 2Q19; an 11% year-on-year decrease.

*Six months:* Income before discontinued operations decreased 27.4% to US\$ 29.0 million.

There were no effects resulting from **Discontinued Operations** in 2Q19, as compared to a US\$ 40.2 million effect in 2Q18.

*Six months:* There were no effects from Discontinued Operations, compared to US\$ 40.6 million in 2Q18.

**Consolidated Net Income** was US\$ 25.1 million for the 2Q19 compared to the consolidated net loss of US\$ 11.9 million in 2Q18.

*Six months:* Consolidated net income of US\$ 29 million in the first six months of 2019, compared to a US\$ 0.6 million loss in the same period of 2018.

**Earnings per Share** was US\$ 0.0754, compared to the loss per share of US\$ 0.0360 in 2Q18.

*Six months:* Earnings per share of US\$ 0.0872 compared to loss per share of US\$ 0.0019 in the first six months of 2018.

**Free Cash Flow** in the second quarter remained negative year on year, at US\$ 15.2 million compared to US\$ 2 million in 2Q18. This is a reflection of decreased EBITDA generation after operating leases (IFRS-16) as well as an increase in working capital requirements due to higher inventory balance as a result of lower sales and in preparation for the peak of construction season, and higher cash taxes, which were partially offset by lower interest expenses, a decrease in maintenance CapEx and a reduction in other expenses and provisions.

*Six months:* Free cash flow remained negative year on year at US\$ 36.9 million, compared to US\$ 12.5 million used in the first six months of 2018 as a result of the same reasons as the second quarter.



## EBITDA AND FREE CASH FLOW (millions of dollars)

	2019	2018	Var	1H19	1H18	Var
<b>Operating Income before Other Expenses</b>	<b>42.5</b>	<b>50.4</b>	<b>-15.8%</b>	<b>53.5</b>	<b>76.4</b>	<b>-30.0%</b>
Depreciation and Amortization	28.5	19.0	50.0%	55.7	38.5	44.6%
<b>EBITDA</b>	<b>70.9</b>	<b>69.4</b>	<b>2.2%</b>	<b>109.2</b>	<b>115.0</b>	<b>-5.0%</b>
Interest (expense)	(9.8)	(23.4)	-57.9%	(12.4)	(28.0)	-55.6%
(Increase) Decrease in Working Capital	(42.3)	(14.7)	186.8%	(73.7)	(54.0)	36.6%
Taxes	(18.0)	(13.7)	30.8%	(18.5)	(14.6)	26.2%
Other	0.5	(5.0)	n.m.	(5.9)	(1.8)	228.3%
Operating Leases (IFRS 16 effect)	(5.5)	0.0	100.0%	(10.5)	0.0	100.0%
<b>Flow from Continuing Operations, net</b>	<b>(4.1)</b>	<b>12.6</b>	<b>n.m.</b>	<b>(11.8)</b>	<b>16.6</b>	<b>n.m.</b>
Flow from Discontinued Operations	0.0	1.4	-100.0%	0.0	1.7	-100.0%
<b>Operating Cash Flow</b>	<b>(4.1)</b>	<b>13.9</b>	<b>n.m.</b>	<b>(11.8)</b>	<b>18.3</b>	<b>n.m.</b>
Maintenance CapEx*	(11.1)	(16.0)	-30.5%	(25.1)	(30.8)	-18.5%
<b>Free Cash Flow</b>	<b>(15.2)</b>	<b>(2.0)</b>	<b>647.2%</b>	<b>(36.9)</b>	<b>(12.5)</b>	<b>194.6%</b>
Growth Capital Expenditures and other related Expenses	(4.1)	(11.7)	-65.0%	(11.6)	(22.8)	-49.2%
Sale of Assets	0.0	118.5	-100.0%	0.0	118.5	-100.0%
Purchase of Assets	0.0	(107.5)	-100.0%	0.0	(107.5)	-100.0%
Debt Amortization net	(0.4)	(33.1)	98.8%	(0.4)	(34.9)	-98.9%
FX Effect	1.0	(3.4)	n.m.	2.0	0.2	727.5%
Initial Cash Balance	223.3	213.2	4.7%	251.8	232.9	8.1%
<b>Final Cash Balance</b>	<b>204.6</b>	<b>173.9</b>	<b>17.7%</b>	<b>204.9</b>	<b>173.9</b>	<b>17.8%</b>

\*Excludes capital expenditures for growth and expansion

**Total Debt** was US\$ 661.4 million as of June 30, 2019, based on contractual balances; a -0.1% year-on-year decrease.

Short-term debt was US\$ 9.4 million, representing 1.4% of the total debt.

As of June 2019, 100% of GCC's total debt was denominated in U.S. dollars.

Net leverage (Net debt/EBITDA) at the end of the second quarter 2019 was 1.86 times, compared to 1.77 as of June 30, 2018, in accordance with contractual obligations.

## INTEREST-BEARING DEBT\* (millions of dollars)

	Jun-2019	Jun-2018	2019 vs. 2018
<b>Total</b>	<b>661.4</b>	<b>661.8</b>	<b>-0.1%</b>
Short-term	9.4	0.4	n.m.
Long-term	652.0	661.4	-1.4%

\*Excludes amortizable commissions and issuance expenses

## REVISED OUTLOOK FOR 2019

2019 Outlook		Previous	Revised
<b>United States</b>			
<b>Volumes</b>	Cement	4% - 6%	3% - 5%
	Cement, like-to-like	2% - 3%	1% - 3%
	Concrete	6% - 8%	=
<b>Prices (US\$)</b>			
	Cement	4% - 5%	4% - 5%
	Concrete	2% - 4%	2% - 4%
<b>Mexico</b>			
<b>Volumes</b>	Cement	=	=
	Concrete	=	=
<b>Prices (Ps.)</b>	Cement	3% - 5%	3% - 5%
	Concrete	3% - 5%	3% - 5%
<b>Consolidated</b>			
<b>EBITDA Growth</b>		20% - 23%	15% - 17%
<b>EBITDA Growth without IFRS-16</b>		12% - 15%	7% - 9%
<b>FCF Conversion Rate*</b>		> 50%	> 40%
<b>Working Capital</b>		Slight decrease	Slight decrease
<b>Total CapEx</b>		US\$ 70 million	US\$ 70 million
	Maintenance	\$60	\$60
	2018 carry-over	\$10	\$10
<b>Net Debt / EBITDA, year-end</b>		< 1x	~ 1.1x

\*Free Cash Flow conversion rate: free cash flow after Maintenance CapEx/EBITDA

## BASIS OF PREPARATION FOR FINANCIAL STATEMENTS

Financial statements were prepared in accordance with International Financial Reporting Standards (IFRS) and use the U.S. dollar as the presentation currency.

Currency translations from pesos into U.S. dollars use the average monthly exchange rates published by Banco de México, as shown below.

**EXCHANGE RATES** (pesos per U.S. dollar)

	2019	2018
Second quarter average	19.1226	19.3872
As of June 30	19.1442	20.0553
Six month average	19.1698	19.0687

Unless otherwise stated, all percentage changes refer to the second quarter (or six months) of 2019 compared to the corresponding periods of 2018.

**ANALYST COVERAGE**

Analysts at the following brokerages currently cover GCC's stock:

1. Actinver
2. Bank of America Merrill Lynch
3. Citibanamex
4. Data Based Analysis
5. GBM - Grupo Bursátil Mexicano
6. Grupo Financiero Banorte
7. J.P. Morgan
8. INVEX, Grupo Financiero
9. Itaú BBA
10. Nau Securities Limited
11. Santander
12. Scotiabank
13. UBS Casa de Bolsa

**MATERIAL EVENTS****GCC announces dividend payment date**

On July 23, 2019, GCC announced that its Board of Directors determined that the annual dividend authorized by the General Shareholders' Meeting on April 25, 2019, will be paid on August 15, 2019.

The dividend of Ps. 0.8189 per share comes from the balance of net earnings on a tax basis corresponding to the fiscal year 2013 and previous years. The payment will be made through S.D. Indeval, against the delivery of coupon 15 of the current share certificates.

**CONFERENCE CALL**

Grupo Cementos de Chihuahua, S.A.B. de C.V. will host its earnings conference call on July 24, 2019.

Time: 11:00 a.m. (Eastern Time) / 10:00 a.m. (Mexico City) / 09:00 a.m. (Mountain Time)

Conference ID: **1757641**

Dial in:

U.S.: 1-888-394-8218 Toll Free

International: 1-323-794-2588

Replay (through July 31, 2019):

U.S.: 1-844-512-2921 Toll Free

International: 1-412-317-6671

Listen-only webcast and replay: [click here](#).

## Income Statement

(Thousands of dollars)

	2Q 2019	%	2Q 2018	%	Q19 / Q18
<b>Net sales</b>	<b>240,468</b>	<b>100.0%</b>	<b>232,257</b>	<b>100.0%</b>	<b>3.5%</b>
USA sales	175,442	73.0%	172,271	74.2%	1.8%
Mexico sales	65,026	27.0%	59,986	25.8%	8.4%
Cost of sales	176,747	73.5%	164,222	70.7%	7.6%
<b>Gross income</b>	<b>63,721</b>	<b>26.5%</b>	<b>68,035</b>	<b>29.3%</b>	<b>-6.3%</b>
Operating expenses	21,253	8.8%	17,610	7.6%	20.7%
<b>Operating income before other expenses, net</b>	<b>42,468</b>	<b>17.7%</b>	<b>50,425</b>	<b>21.7%</b>	<b>-15.8%</b>
Other expenses, net	675	0.3%	7,157	3.1%	-90.6%
<b>Operating income</b>	<b>41,793</b>	<b>17.4%</b>	<b>43,268</b>	<b>18.6%</b>	<b>-3.4%</b>
Financial income	2,232	0.9%	1,385	0.6%	61.2%
Financial expenses	(13,872)	-5.8%	(18,865)	-8.1%	-26.5%
Exchange gain (loss), net	(948)	-0.4%	1,873	0.8%	n.m.
<b>Net financing expenses</b>	<b>(12,588)</b>	<b>-5.2%</b>	<b>(15,607)</b>	<b>-6.7%</b>	<b>-19.3%</b>
Earnings in associates	578	0.2%	936	0.4%	-38.2%
<b>Income before taxes</b>	<b>29,783</b>	<b>12.4%</b>	<b>28,597</b>	<b>12.3%</b>	<b>4.1%</b>
Income taxes	4,685	1.9%	396	0.2%	n.m.
<b>Income before discontinued operations</b>	<b>25,098</b>	<b>10.4%</b>	<b>28,201</b>	<b>12.1%</b>	<b>-11.0%</b>
<b>Discontinued operations</b>	<b>-</b>	<b>0.0%</b>	<b>(40,158)</b>	<b>-17.3%</b>	<b>100.0%</b>
<b>Consolidated net income (loss)</b>	<b>25,098</b>	<b>10.4%</b>	<b>(11,957)</b>	<b>-5.1%</b>	<b>n.m.</b>
Controlling interest	25,097	10.4%	(11,958)	-5.1%	n.m.
Non-controlling interest	1	0.0%	1	0.0%	0.0%
<b>EBITDA</b>	<b>70,945</b>	<b>29.5%</b>	<b>69,407</b>	<b>29.9%</b>	<b>2.2%</b>
Free cash flow	(15,228)	-6.3%	(2,038)	-0.9%	n.m.

## Cumulative Income Statement to June

(Thousands of dollars)

	2019	%	2018	%	2019 / 2018
<b>Net sales</b>	<b>403,892</b>	<b>100.0%</b>	<b>398,806</b>	<b>100.0%</b>	<b>1.3%</b>
USA sales	278,803	69.0%	283,236	71.0%	-1.6%
Mexico sales	125,089	31.0%	115,570	29.0%	8.2%
Cost of sales	307,534	76.1%	285,582	71.6%	7.7%
<b>Gross income</b>	<b>96,358</b>	<b>23.9%</b>	<b>113,224</b>	<b>28.4%</b>	<b>-14.9%</b>
Operating expenses	42,872	10.6%	36,782	9.2%	16.6%
<b>Operating income before other expenses, net</b>	<b>53,486</b>	<b>13.2%</b>	<b>76,442</b>	<b>19.2%</b>	<b>-30.0%</b>
Other expenses, net	505	0.1%	7,328	1.8%	-93.1%
<b>Operating income</b>	<b>52,981</b>	<b>13.1%</b>	<b>69,114</b>	<b>17.3%</b>	<b>-23.3%</b>
Financial income	4,341	1.1%	2,965	0.7%	46.4%
Financial expenses	(24,400)	-6.0%	(29,967)	-7.5%	-18.6%
Exchange gain (loss), net	(1,096)	-0.3%	265	0.1%	n.m.
<b>Net financing expenses</b>	<b>(21,155)</b>	<b>-5.2%</b>	<b>(26,737)</b>	<b>-6.7%</b>	<b>-20.9%</b>
Earnings in associates	1,065	0.3%	1,328	0.3%	-19.8%
<b>Income before taxes</b>	<b>32,891</b>	<b>8.1%</b>	<b>43,705</b>	<b>11.0%</b>	<b>-24.7%</b>
Income taxes	3,889	1.0%	3,736	0.9%	4.1%
<b>Income before discontinued operations</b>	<b>29,002</b>	<b>7.2%</b>	<b>39,969</b>	<b>10.0%</b>	<b>-27.4%</b>
<b>Discontinued operations</b>	<b>-</b>	<b>0.0%</b>	<b>(40,614)</b>	<b>-10.2%</b>	<b>100.0%</b>
<b>Consolidated net income (loss)</b>	<b>29,002</b>	<b>7.2%</b>	<b>(645)</b>	<b>-0.2%</b>	<b>n.m.</b>
Controlling interest	29,001	7.2%	(646)	-0.2%	n.m.
Non-controlling interests	1	0.0%	1	0.0%	0.0%
<b>EBITDA</b>	<b>109,207</b>	<b>27.0%</b>	<b>114,967</b>	<b>28.8%</b>	<b>-5.0%</b>
Free cash flow	(36,933)	-9.1%	(12,538)	-3.1%	194.6%



## Statement of Financial Position

(Thousands of dollars)

	June 2019	June 2018	Variation
<b>Total assets</b>	<b>1,963,751</b>	<b>1,824,350</b>	<b>7.6%</b>
<b>Current Assets</b>	<b>559,788</b>	<b>486,586</b>	<b>15.0%</b>
Cash and cash equivalents	204,633	173,933	17.7%
Accounts receivable, net	125,416	123,935	1.2%
Other accounts receivable, net	48,439	50,748	-4.5%
Due from related parties	2,967	1,255	136.4%
Inventories	114,018	93,458	22.0%
Urban land	34,906	33,693	3.6%
Prepaid expenses	9,977	9,564	4.3%
Short term right of use assets	19,432	-	100.0%
<b>Non-current assets</b>	<b>1,403,963</b>	<b>1,337,764</b>	<b>4.9%</b>
Investment in associates	17,053	11,793	44.6%
Property, machinery and equipment, net	1,022,351	964,216	6.0%
Long term right of use assets	28,170	-	100.0%
Goodwill	246,885	297,915	-17.1%
Intangible assets, net	70,051	58,172	20.4%
Other non-current assets	19,453	5,668	243.2%
Deferred taxes	-	-	-100.0%
<b>Total liabilities</b>	<b>973,106</b>	<b>916,450</b>	<b>6.2%</b>
<b>Current liabilities</b>	<b>185,109</b>	<b>159,704</b>	<b>15.9%</b>
Current portion of long term debt	9,425	400	n.m.
Trade accounts payable	73,327	81,854	-10.4%
Due to related parties	1,696	1,003	69.1%
Short term - employee benefits	27,840	22,460	24.0%
Accrued expenses and taxes other than income taxes	48,373	48,349	0.0%
Provisions	3,796	5,638	-32.7%
Short term right of use liabilities	20,652	-	100.0%
<b>Long-term liabilities</b>	<b>787,997</b>	<b>756,746</b>	<b>4.1%</b>
Long term debt	642,493	648,025	-0.9%
Long term right of use liabilities	27,732	-	100.0%
Employee benefits	35,779	40,815	-12.3%
Provision for environmental restoration	22,551	9,290	142.7%
Other long-term liabilities	395	665	-40.6%
Income taxes payable	12,262	19,097	-35.8%
Deferred income taxes	46,785	38,854	20.4%
<b>Total equity</b>	<b>990,645</b>	<b>907,900</b>	<b>9.1%</b>
<b>Controlling interest</b>	<b>990,612</b>	<b>907,871</b>	<b>9.1%</b>
Capital stock	32,070	32,070	0.0%
Additional paid-in capital	148,365	148,365	0.0%
Reserves	22,659	22,659	0.0%
Retained earnings	1,038,789	988,113	5.1%
Consolidated net income (loss)	29,001	(646)	n.m.
Other comprehensive income	(280,272)	(282,690)	0.9%
<b>Non-controlling interest</b>	<b>33</b>	<b>29</b>	<b>13.8%</b>
<b>Total Liabilities and Equity</b>	<b>1,963,751</b>	<b>1,824,350</b>	<b>7.6%</b>

**ABOUT GCC**

GCC is a leading supplier of cement, concrete, aggregates and construction-related services in Mexico and the United States. The Company has annual cement production capacity of 5.8 million tons.

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

*This earnings report may contain forward-looking statements. All statements that are not clearly historical in nature are forward-looking, and the words "anticipate," "believe," "expect," "estimate," "intend," "project" and similar expressions are generally intended to identify forward-looking statements. These statements are subject to risks and uncertainties 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; performance of the construction industry; and 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 differ materially from the beliefs, projections, and estimates described herein. GCC assumes no obligation to update the information contained in this press release.*