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EBITDA

We define EBITDA as consolidated net income after adding back or subtracting, as the case may be: (1) depreciation and amortization; (2) net financing expense; (3) other non-operating expenses; (4) taxes; and (5) share of earnings in associates. In managing our business, we rely on EBITDA as a means of assessing our operating performance. We believe that EBITDA enhances the understanding of our financial performance and our ability to satisfy principal and interest obligations with respect to our indebtedness as well as to fund capital expenditures and working capital requirements. We also believe EBITDA is a useful basis of comparing our results with those of other companies because it presents results of operations on a basis unaffected by capital structure and taxes. EBITDA, however, is not a measure of financial performance under IFRS or U.S. GAAP and should not be considered as an alternative to net income as a measure of operating performance or to cash flows from operating activities as a measure of liquidity. Our calculation of EBITDA may not be comparable to other companies' calculation of similarly titled measures.

Currency translations / physical volumes

All monetary amounts in this presentation are expressed in U.S. Dollars (\$ or US\$). Currency translations from pesos into U.S. dollars use the average monthly exchange rates published by Banco de México. These translations do not purport to reflect the actual exchange rates at which cross-currency transactions occurred or could have occurred. The average exchange rates (Pesos per U.S. dollar) used for recent periods are:

Q3-23 - 17.0658 9M-23 - 17.8219 Q3-22 - 20.2408 9M-22 - 20.2671

Physical volumes are stated in metric tons (mt), millions of metric tons (mmt), cubic meters (m3), or millions of cubic meters (mm3).



REFLECTION OF THE STRATEGY EXECUTION SINCE 2016

ONE OF THE STRONGEST PLAYERS IN THE INDUSTRY Deleveraging as soon as possible

Maintaining a healthy cash balance

Refinancing bank debt and notes, extending maturities and reducing the average cost of debt

Swapping non-integrated ready-mix assets for Montana cement plant without increasing debt

Successfully completing Rapid City cement plant expansion and Samalayuca debottlenecking project

Maintaining strict M&A criteria with a focus on value for purchase, at a cost within strict pre-determined parameters



CASH, LIQUIDITY AND BALANCE SHEET

- Cost and expense reductions throughout the organization
 - Variable costs and distribution efficiencies
 - Achieved US\$24 million in savings during 2020 and maintained US\$10 million in 2021 e.g. hiring freeze, not filling vacant positions and limiting external service providers
- Cash and equivalents totaled US\$857 million in Q3-23
- Net debt/EBITDA totaled -0.82x as of September 2023
- No significant debt maturities in 2022
- Issued a US\$500 million 10-year sustainability-linked bond due 2032
- Strong balance sheet, result of the strategy of maintaining an efficient and prudent capital structure







INVESTMENT HIGHLIGHTS

TICKER: BMV: GCC



- (1) Leading position in attractive U.S. regional markets and in Chihuahua, Mexico
- Mexico operations also provide a strong base, and add operational flexibility with export capacity
- 3 Vertically integrated, with best in class production facilities and logistics
- 4 Increased free float and liquidity
- 5 Healthy balance sheet and strong free cash flow drive value creation



MORE THAN FIVE YEARS
OF OPERATIONAL
AND FINANCIAL
TRANSFORMATION

Disciplined expansion

Customer focus

Operational excellence

Prudent balance sheet management

Increased shareholder value

AS OF
DECEMBER
2022 VS 2014

Cement
Capacity
+1.4mmt
+33%

Growth +130%

EBITDA
Margin
+1,060bp

Net Debt/
EBITDA

2.28x →
-0.93x

Free Float

25% →

49%

Share Price (11/01/23) +333%

GCC AT A GLANCE: A **UNIQUE** MARKET PRESENCE



• 3.5 MMT in U.S. + 2.5 MMT in Mexico

- #1 or #2 share in core markets
 - Landlocked states, insulated from seaborne competition
- 8 cement plants, 24 terminals, 2 distribution centers and 96 ready-mix plants
- 82 years of operation 28 in the U.S.
- Listed on Mexican Stock Exchange: GCC*
- Included in: S&P/BMV IPC
 MSCI Indexes
 FTSE Indexes
 FTSE BIVA

KEY RESULTS LTM Q3 2023

US\$1,310 million sales - 69% U.S. / 31% Mexico

US\$440 million EBITDA - 76% U.S. / 24% Mexico

33.9% EBITDA margin

Net leverage of -0.82x



CEMENT AND READY-MIX CONCRETE OPERATIONS ACROSS THE "CENTER CUT" OF NORTH AMERICA

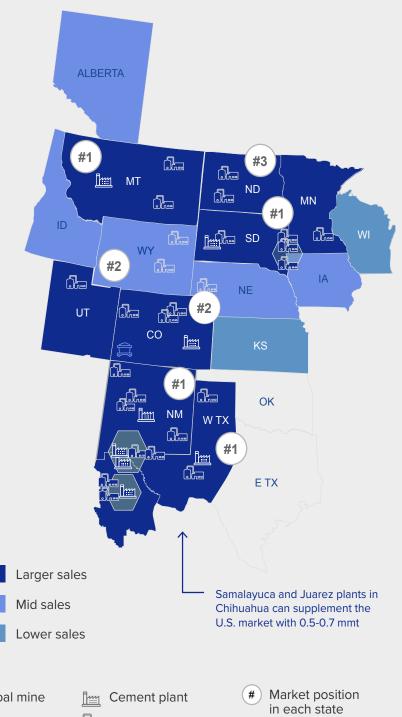




REGIONAL LEADER IN U.S. MID-CONTINENT MARKETS

WELL-POSITIONED TO CAPTURE U.S. GROWTH AND CONSTRUCTION INDUSTRY RECOVERY

- Leadership position in 15 contiguous states
 - CO, MN, MT, ND, NM, SD, UT and W.TX are our core markets, with 91% of U.S. sales
- No other producer competes with GCC across all our markets
- Diversified regional economies with low unemployment, offering clear upside to U.S. construction recovery
- Pricing upswing since 2013
 - Limited prospects for greenfield capacity expansion
 - Well-protected from seaborne imports
- Trident, MT cement plant acquisition (June 2018)
- Rapid City, SD plant expansion (+0.4 MMT) increased U.S. cement capacity to 3.5 MMT per year (finished 4Q18)
- Samalayuca, Chih. debottlenecking project (+0.2 MMT) finished in April 2023
- Odessa, TX plant ongoing expansion (+1.1 MMT)







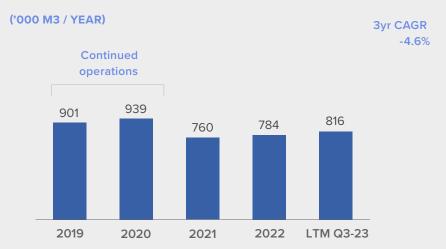
3yr CAGR

MARKETS WITH DEMONSTRATED VOLUME AND PRICE RECOVERY

GCC U.S. CEMENT SALES



GCC U.S. CONCRETE SALES







3yr CAGR

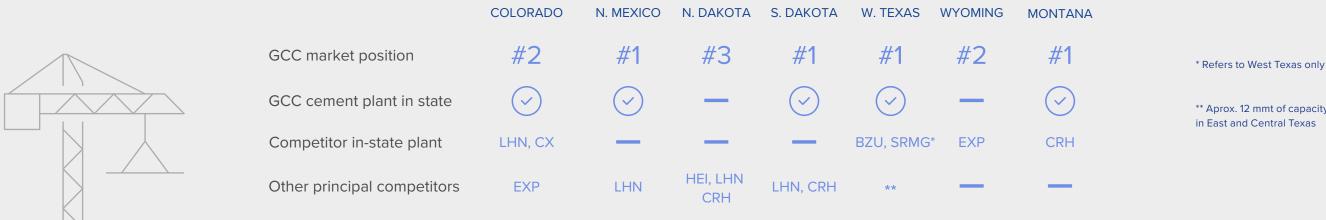
GCC U.S. CONCRETE PRICES



WHERE GCC FACES FRAGMENTED COMPETITION AND HAS A DIVERSIFIED BUSINESS MIX

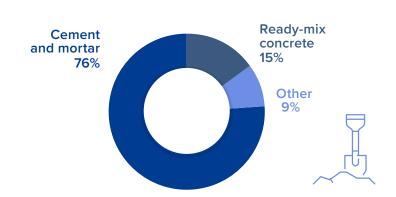


GCC MARKET POSITION AND COMPETITORS IN CORE MARKETS

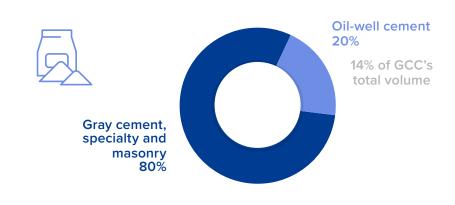


** Aprox. 12 mmt of capacity in East and Central Texas

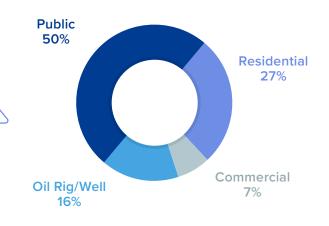
U.S. 2022 SALES MIX



U.S. 2022 PRODUCTION VOLUME BY CEMENT TYPE



U.S. SECTORS¹

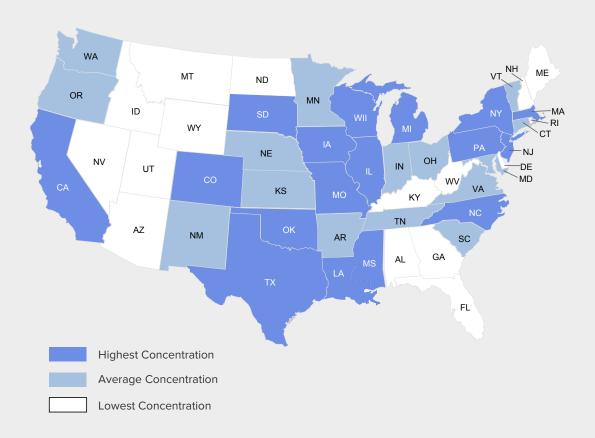




AND A CLEAR NEED FOR INCREASED INFRASTRUCTURE SPENDING

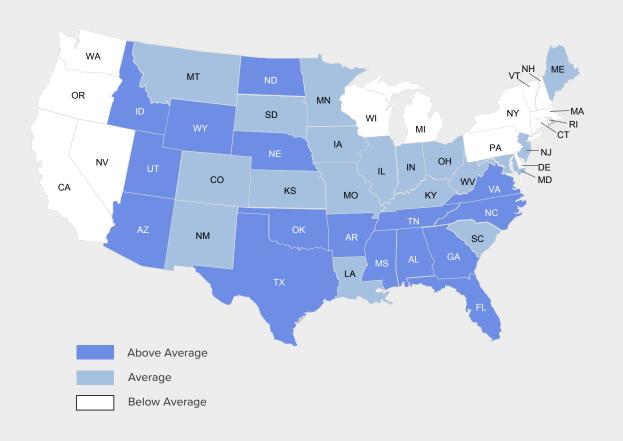
DEFICIENT ROADS 1

LANE MILES RATED 'POOR'
AS A SHARE OF TOTAL LANE MILES



CEMENT FUNDAMENTALS 2

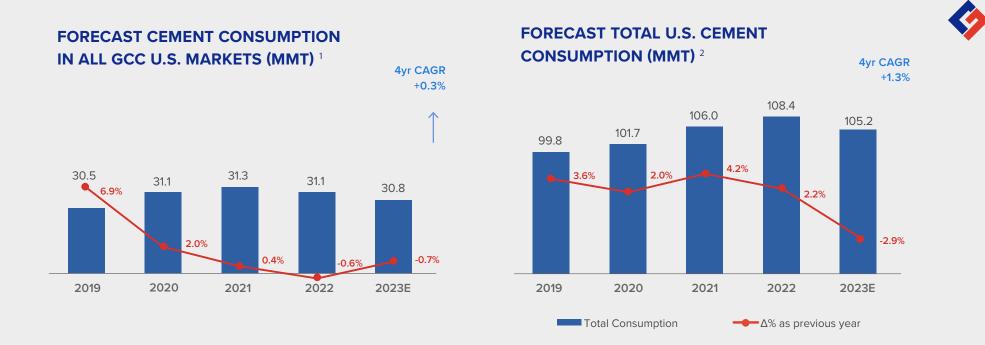
BASED ON PCA SECTOR COMPOSITE RANKINGS*



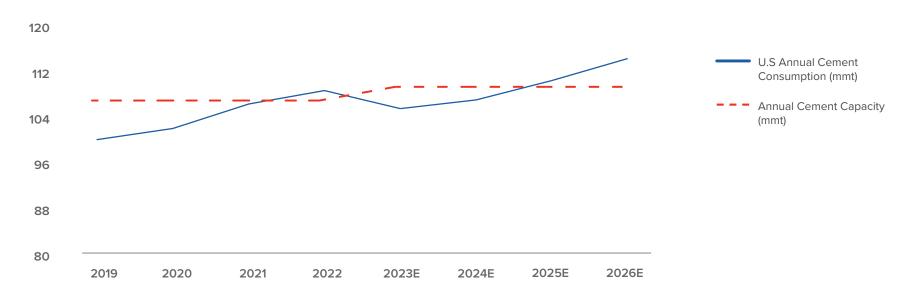
¹Source: PCA United States' Cement Outlook

²Source: PCA Market Intelligence, Regional Analysis (July 2020)

LEADING TO A
POSITIVE OUTLOOK,
DRIVEN BY AN
EXPECTED INCREASE
IN INFRASTRUCTURE
SPENDING



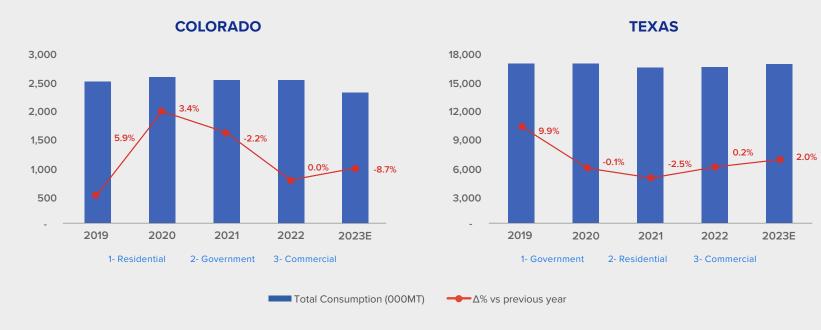
U.S. CEMENT DEMAND WILL OUTPACE SUPPLY BY 2024, IMPORTS WILL BE A CRITICAL SOURCE OF SUPPLY 2

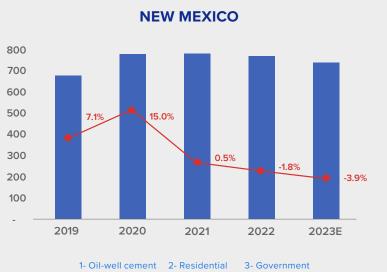


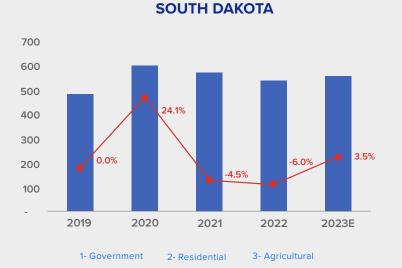


PORTLAND CEMENT ASSOCIATION (PCA) SUMMER 2023 FORECAST AND MAIN CONSUMERS

WITH A SOLID OUTLOOK IN KEY STATES









BIDEN INFRASTRUCTURE PLAN



- The Infrastructure Investment and Jobs Act is a \$1.2 trillion infrastructure package. Included in the package is roughly \$550 billion in new surface transportation spending. The plan will take 5-years and combines transformational efforts in roads, bridges, railroads, and domestic building, among others, all requiring cement. Over \$280 billion was announced as of 3Q23
- 82% of GCC's EBITDA is driven by cement

U.S. INFRASTRUCTURE PLAN WILL BOOST THE CEMENT INDUSTRY

MARKET



- PCA estimates that the plan will result in an increase in cement consumption of 35 million metric tons
- Cement consumption is expected to increase 7% annually over 2020 levels (excluding organic growth)
- Projects will start to materialize in 2024

LIMITED AVAILABILITY



- Cement availability pressured by high demand due limited supply
- GCC is well positioned to meet U.S. demand with Mexico cement plants and the Rapid City cement plant expansion
- Odessa plant expansion to be completed in 2025 to capture plan-related demand

PRICE INCREASES

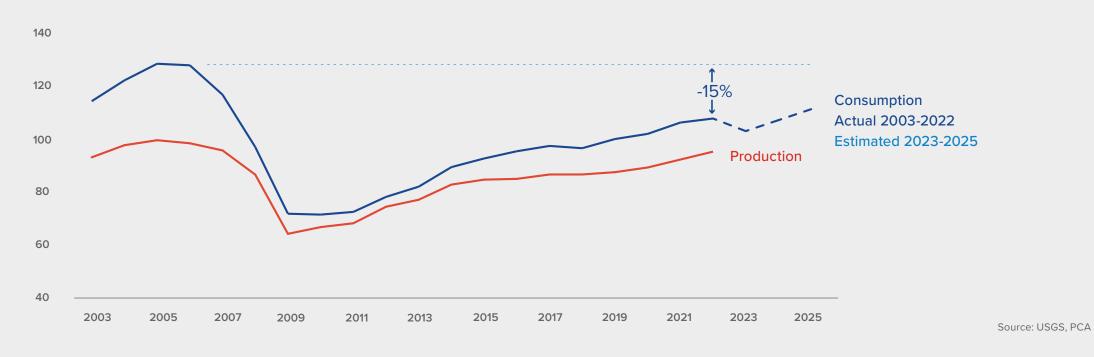


- In 2023, we have increased cement prices two times, which represents an average of 8% increase
- In 2022, we increased cement prices three times above cumulative inflation
- Market dynamic could potentially drive the increase in cement prices





U.S. CEMENT PRODUCTION AND CONSUMPTION







- 2022 U.S. apparent consumption is still 15% below 2005 peak (19 MMT)
- Import share is about 22% of consumption, compared to 23% share in 2006

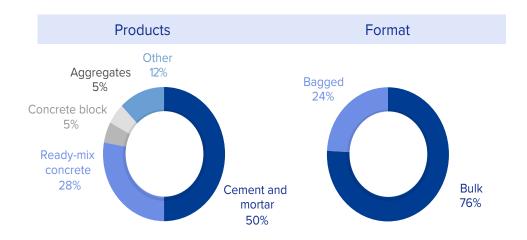
♦GCC

GCC IS THE LEADING PRODUCER IN THE STATE OF CHIHUAHUA, WITH SIGNIFICANT EXPORT CAPACITY

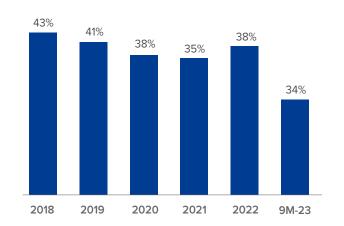


- GCC is sole producer of cement and the leading producer of ready-mix concrete in Chihuahua
- Close economic ties between Chihuahua and the U.S.
 - Cyclical recovery benefit
 - Foreign direct investment target
- Demand growth driven by private sector
- Flexibility to supply Texas and New Mexico demand from Samalayuca and Juarez plants
- Chihuahua plant supporting oil-well cement demand in Texas

9M 2023 SALES MIX

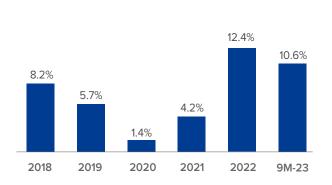


EXPORT SHARE OF MEXICO'S VOLUME SALES



CEMENT DOMESTIC PRICING TRENDS

(% CHANGE YEAR-ON-YEAR)¹



¹ Price changes in local currency



FUEL



Coal mine in Colorado provides a significant source of fuel for GCC cement plants, lowering costs and reducing price volatility

VERTICALLY

INTEGRATED OPERATIONS

GCC IS PRESENT AT ALL
STAGES OF THE CEMENT AND
READY-MIX SUPPLY CHAIN

RAW MATERIALS



GCC owns most of the limestone quarries needed to supply cement, ready-mix and aggregates operations over the long-term

CEMENT



8 plants in the U.S. and Mexico, close to raw materials sources

READY MIX



96 plants. GCC cement plants supply almost a 100% of the cement used in our ready-mix operations

CEMENT TERMINALS



24 rail-served cement terminals, 2 distribution centers, and transfer stations from Chihuahua to the U.S. –Canadian border

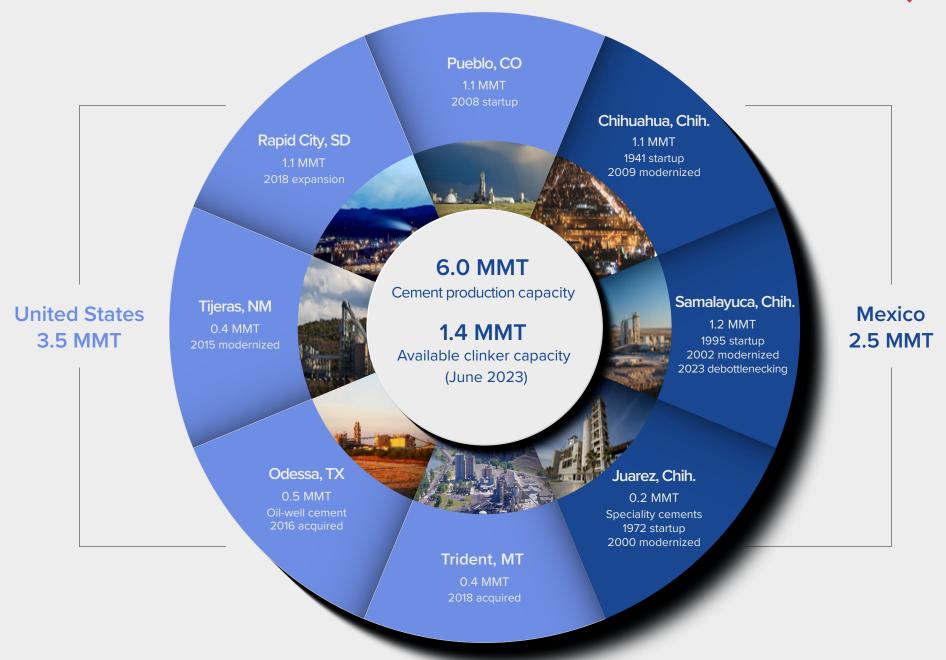
TRANSPORT



More than 2,800 leased railcars and 900+ mixer and haul trucks to transport cement, concrete, aggregates and coal

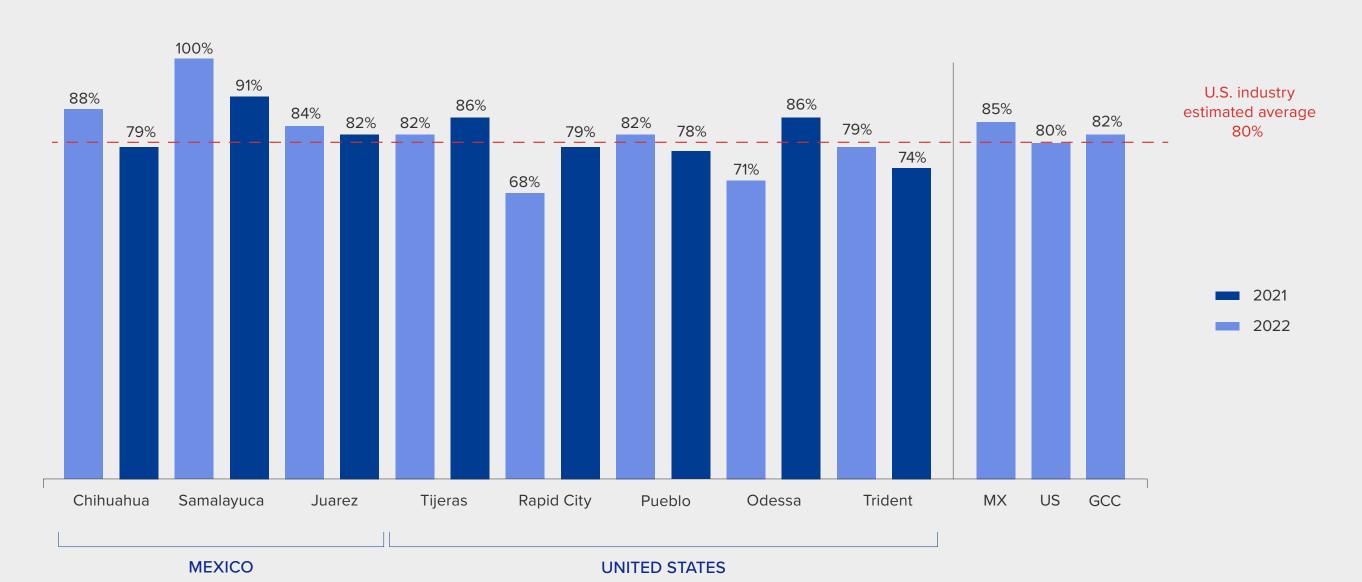


WITH STATE
OF THE ART
PRODUCTION
FACILITIES



OPERATING AT NEAR-OPTIMAL CAPACITY UTILIZATION LEVELS





LINKED BY SOPHISTICATED **DISTRIBUTION NETWORK THAT LEVERAGES** CONTIGUOUS **MARKET FOOTPRINT**

ROBUST LOGISTICS PLATFORM STRETCHES FROM NORTHERN MEXICO TO THE U.S. **BORDER WITH CANADA**

- Operational flexibility
- Cost efficiency
- Faster delivery time
- Advanced logistics
- Reduced supply disruption risk
- Hard to replicate
- Brand loyalty and client trust
- Redundancy



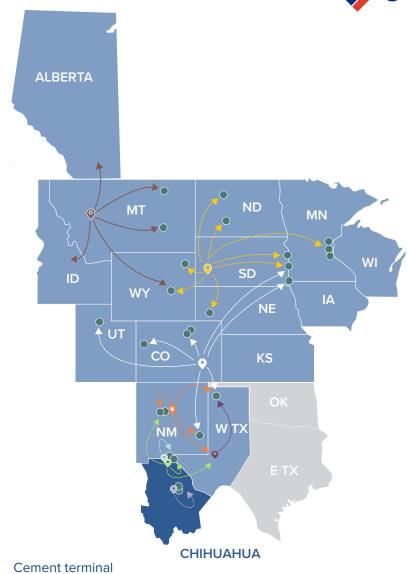
24 cement terminals, 2 distribution centers, and transfer stations



+2,800 leased rail cars



96 ready-mix plants, 900+ mixer and haul trucks



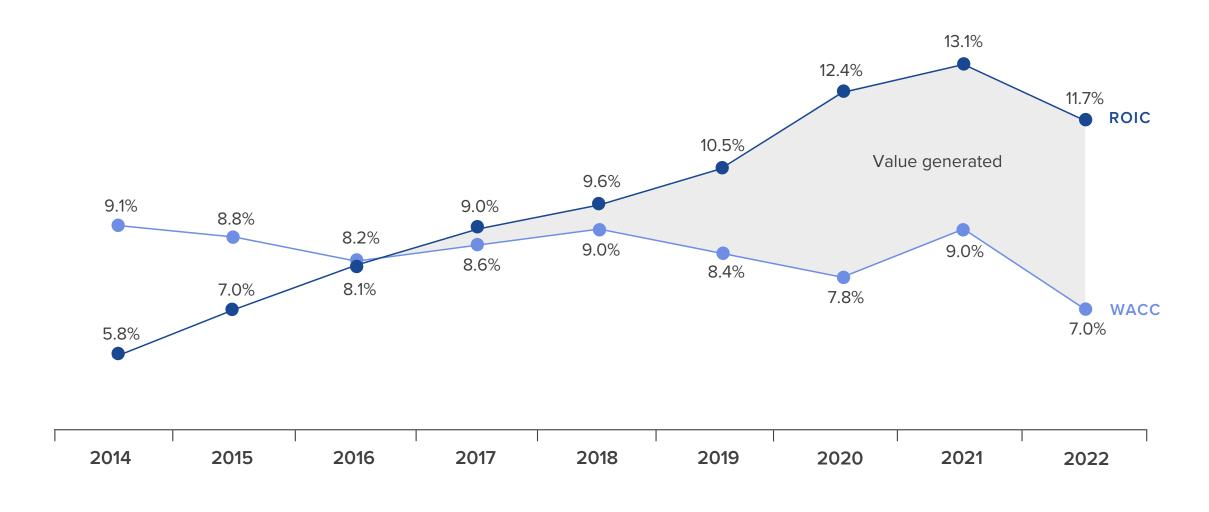


Cement plants

Illustrates sale of cement from origin state to destination state

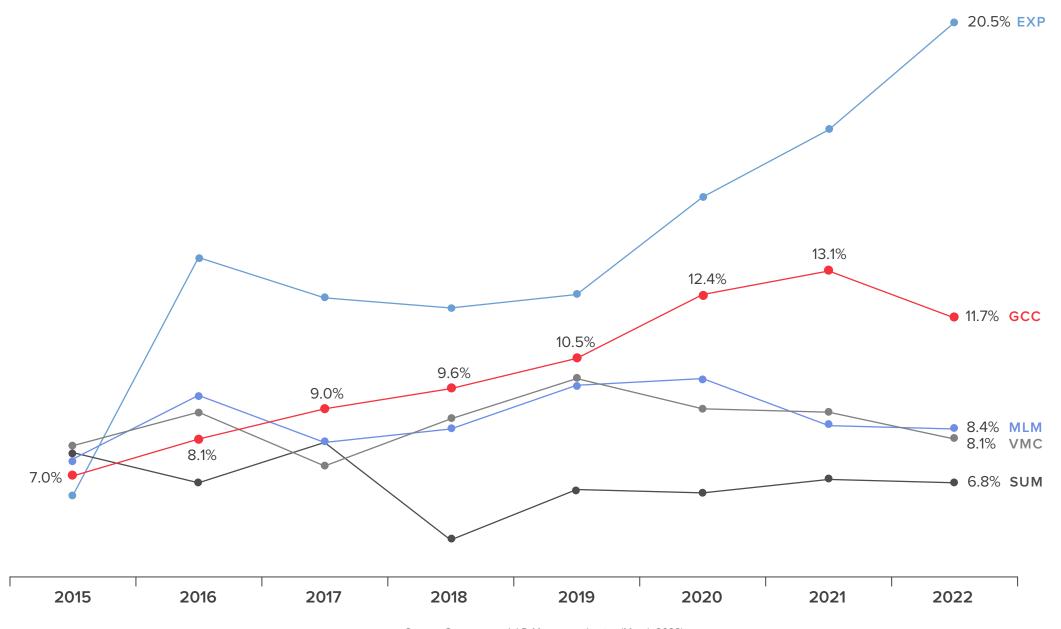
OPTIMIZING OPERATIONS FOR VALUE GENERATION





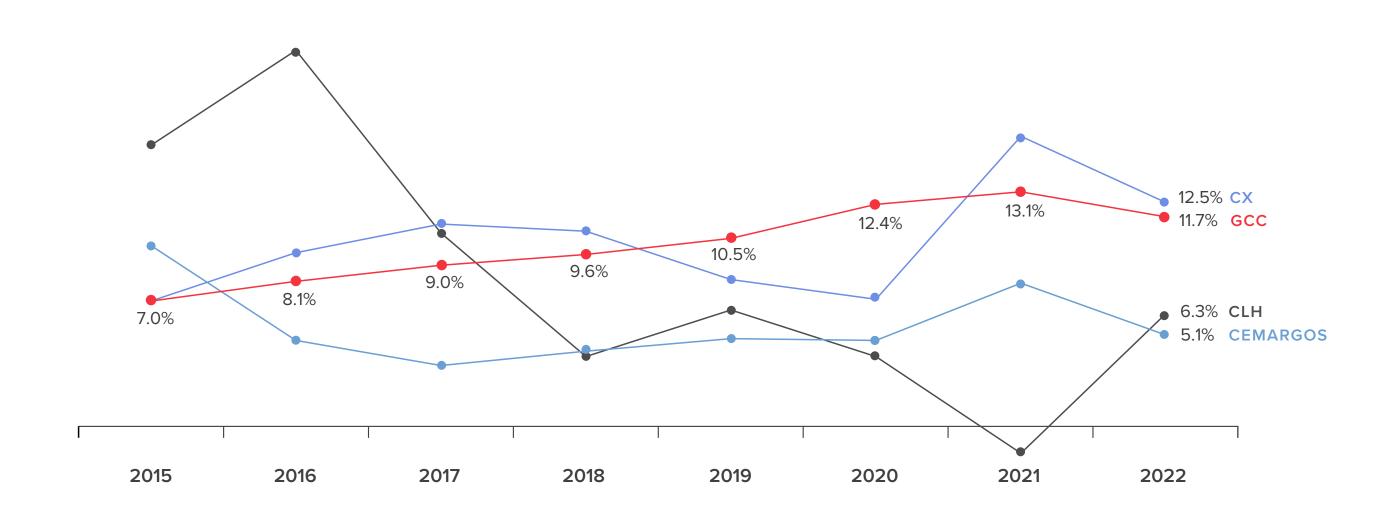
GCC GENERATES A HIGHER ROIC THAN MOST OF ITS U.S. PEERS...





... AS WELL AS ITS LATAM PEERS







RECENT
DEVELOPMENTS
ENHANCE
GCC'S VALUE
PROPOSITION



Cement Capacity
Growing

+514k mt
Odessa in 2016
acquisition

+440k mt
Rapid City in 2018
expansion

+315k mt
Trident in 2018
acquisition

+200k mt
Samalayuca in 2023
debottlenecking

+1.1m mt
Odessa ongoing
expasion

Debt Falling and Refinancing

-0.82x Net leverage

BBB-Investment grade Fitch rating

BBB-S&P rating

\$500 mm Sustainability-linked bond Increased free float and liquidity

49% of total shares on BMV

+23%Free Float

S&P/BMV IPC
Index inclusion

FTSE Index inclusion

MSCI Index inclusion

FTSE BIVA Index inclusion



BOND AND BANK DEBT REFINANCING STRENGHTEN

FINANCIAL

POSITION

REDUCTION OF INTEREST COUPON BY 1.636 PERCENTAGE POINTS

- Fitch and S&P upgraded GCC's rating to investment grade (Q1-21)
- Bond interest coupon decreased to 3.614% from 5.250% (January 2022)
- Undrawn ~US\$270mm revolving credit facility to support liquidity

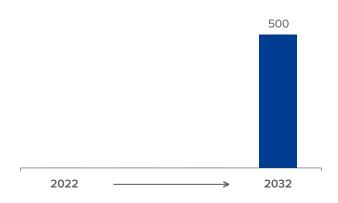
AGENCY	RATING	OUTLOOK	DATE
FITCH	BBB-	Positive	12/22
S&P	BBB-	Stable	06/23

DEBT COMPOSITION



MATURITY PROFILE

(US\$ million)



DEBT RATIOS

(September, 30 2023)

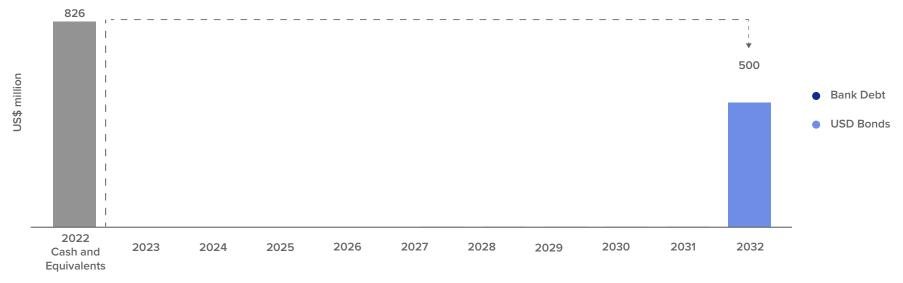


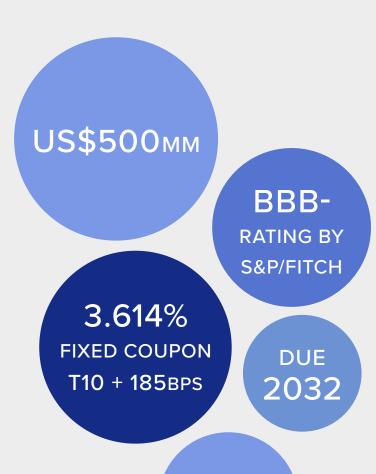
SUSTAINABILITY LINKED BOND



FIRST ISSUANCE AS AN INVESTMENT GRADE COMPANY

- Largest USD SLB by a cement company ever
- 2.8x oversubscribed orderbook
- Drove a 25bps compression from IPTs to launch
- GCC hosted conference calls with over 75 accounts, over a 4-day marketing exercise, while simultaneously leveraging an electronic roadshow that was viewed by more than 200 unique accounts
- Extends GCC debt maturity profile
- Fund the full call redemption of the US\$260 million 5.250% notes due 2024
- Refinance upcoming bank debt maturities





75_{BPS} STEP-UP

SUSTAINABILITY LINKED BOND



REINFORCING GCC'S COMMITMENT TO DECARBONIZATION

First SLB from a cement company in the Americas, positioning GCC at the forefront of the industry's decarbonization strategy

SUSTAINABILITY PERFORMANCE TARGET

Carbon Intensity Reduction, measured as specific gross kilograms of CO2 (Scope 1) emissions emitted per ton of cementitious material

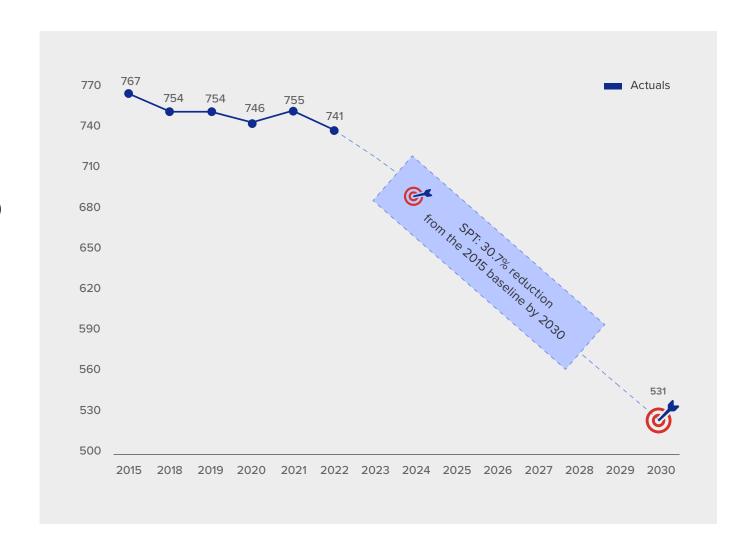
Target validated by the Science-Based Target initiative (SBTi) and aligned with the well below 2°C curve

30.7% reduction from the 2015 baseline by year-end 2030

Emissions validated by third party

FACTORS THAT SUPPORT OUR TARGET

- Increase production of blended cements to reduce clinker ratio
- Increase use of alternative fuels in kilns, especially the biomass fuel
- Optimize use of thermal energy in kilns
- Upgrade kiln equipment in cement plants
- Switch fuels between coal and natural gas
- Research carbon capture to adopt technology





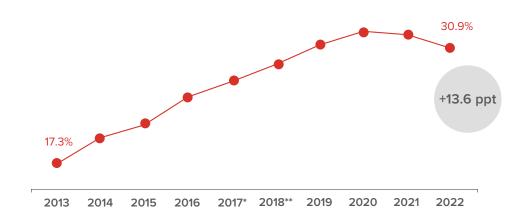


GCC has engaged ISS to provide a Second Party Opinion (SPO) of the Framework, available in the ISS website

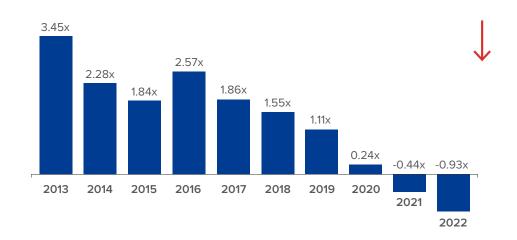
DEBT AND CAPITAL EFFICIENCY INDICATORS STEADILY IMPROVING



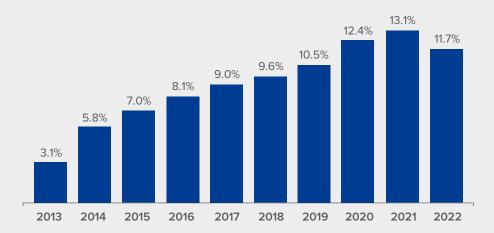
EBITDA MARGIN



NET LEVERAGE RATIO (Net Debt / EBITDA)



ROIC (NOPAT / Avg. Invested Capital)



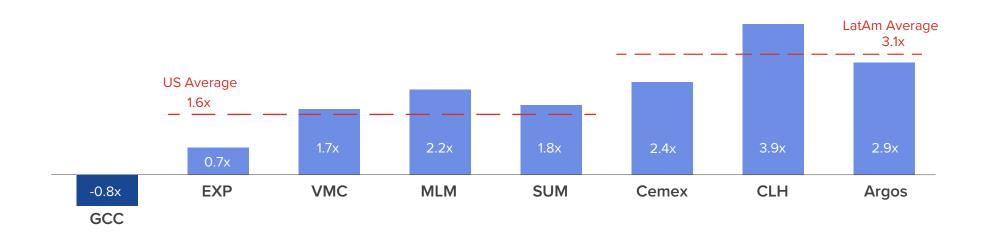
WORKING CAPITAL (Based on sales)



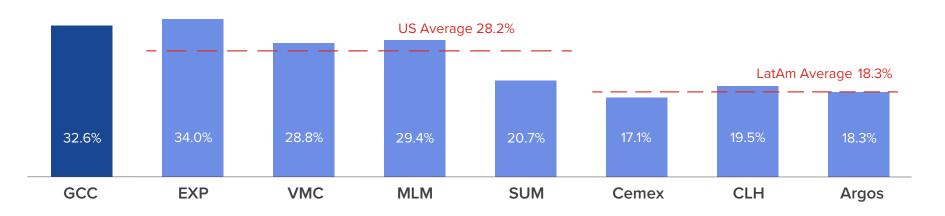
STRENGTHENED MARGINS AND LOWER INDEBTEDNESS THAN MOST OF OUR PEERS



2023 estimated Net Debt/EBITDA multiples*



2023 estimated EBITDA margins*



CAPITAL MARKETS TRANSACTIONS INCREASED SHARE FLOAT AND LIQUIDITY; VALUATION REMAINS ATTRACTIVE



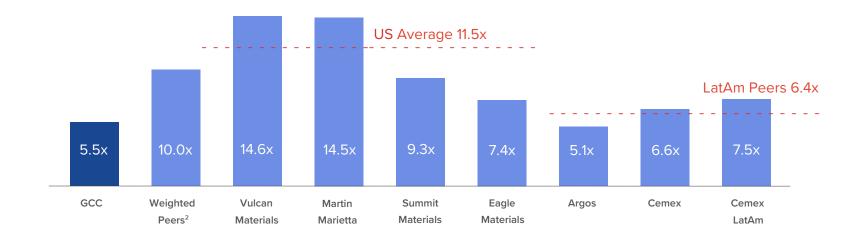
TRANSACTIONS BENEFIT PUBLIC MARKET SHAREHOLDERS

- Transparent control group shareholdings
- Float increased to 49% of shares
- Increased liquidity

SHARES STILL TRADE BELOW PEER GROUP MULTIPLES

- Even after 100% price increase since 2017
- Trading at a 45% discount to weighted peers²
- 52% discount to U.S. average
- 14% discount to LatAm average

2023 ESTIMATED EV/EBITDA MULTIPLES¹



¹ Source: J.P. Morgan (March 2023) and Morgan Stanley (March 2023) estimates

² Weighted peers implies: 72% US peers + 28% LatAm peers

LIQUIDITY HAS INCREASED SIGNIFICANTLY AS A RESULT OF CORPORATE DEVELOPMENTS AND STOCK MARKET POSITIONING

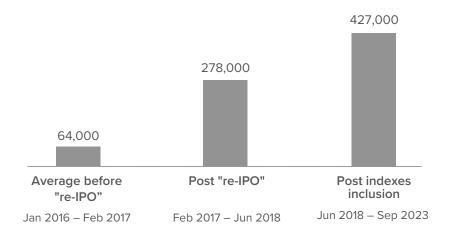


LIQUIDITY ENHANCING EVENTS

- "Re-IPO," February 2017
- MSCI Index inclusion, June 2018
- IPC Index inclusion, September 2018
- FTSE Index inclusion, March 2019

	Coverage	Rating	
1	Actinver	Outperform	
2	Bank of America	Buy	
3	Banorte	Buy	
4	Citigroup	Buy	
5	Data Based Analysis	Not Authorized	
6	GBM	Outperform	
7	Itaú	Market perform	
8	JP Morgan	Overweight	
9	Morgan Stanley	Overweight	
10	Nau Securities	Buy	
11	Santander	Outperform	
12	Scotiabank	Outperform	
13	UBS	Neutral	
14	Ve por Más	Buy	
Average		Buy	

AVERAGE DAILY TRADING VOLUME, SHARES1



Indexes
FTSE BIVA
MSCI
S&P/BMV IPC



31

1 Source: BMV; GCC calculations

GCC IS MEMBER OF THE GLOBAL CEMENT AND CONCRETE ASSOCIATION

Sustainable Development Performance Targets



MAIN GOALS

2020 🗸

REDUCE NET CO2 EMISSIONS BY 9%

2030

REDUCE NET CO2 EMISSIONS BY 30.7%

2050

COLLECTIVE AMBITION FOR CARBON NEUTRAL CONCRETE











SUSTAINABLE DEVELOPMENT GOALS

Climate & Energy

Circular Economy

Health & Safety

Environment & Nature

Social Responsibility

Concrete

Triple Bottom Line - Growth & Profitability

Strategy & Execution

HOW?

Energy efficiency

Alternative fuels

Blended cements

New carbon capture technology

CO2 emissions reductions are compared to our 2015 baseline

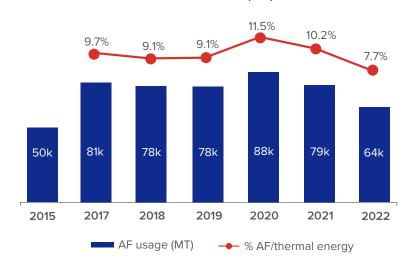
SUPPORTED BY SUSTAINABILITY INITIATIVES RESULTING IN DIRECT ECONOMIC AND ENVIRONMENTAL BENEFITS



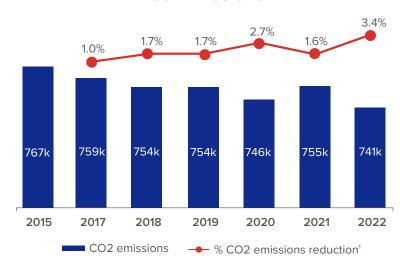




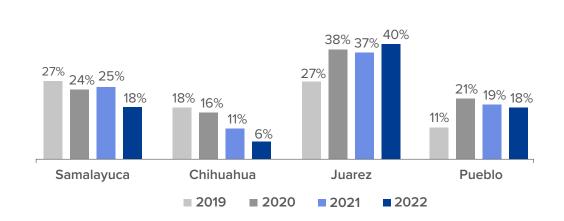
ALTERNATIVE FUELS (AF) USAGE



CO2 EMISSIONS



AF USAGE BY PLANT



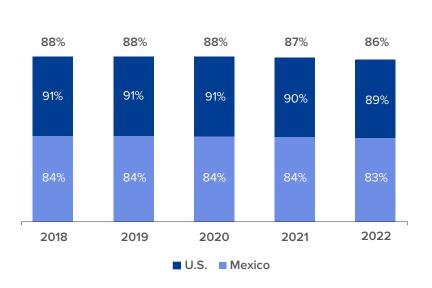
AF PROVIDE SIGNIFICANT COST ADVANTAGES

- On average, AF costs are 50% lower than coal cost
- GCC expanded the Samalayuca plant's AF capability (2023)
- AF provided 7.7% of 2022 total thermal energy
- GCC saved more than US\$4 million using AF in 2022
- GCC implemented AF trials at Rapid City in 2022
- GCC reduced 2022 CO2 emissions by 3.4% from 2015
- GCC received permit to co-process AF at Rapid City (2019)
- GCC expanded the Pueblo plant's AF capability (2018)

SUPPORTED BY SUSTAINABILITY INITIATIVES RESULTING IN DIRECT ECONOMIC AND ENVIRONMENTAL BENEFITS



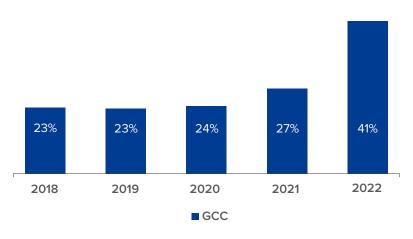




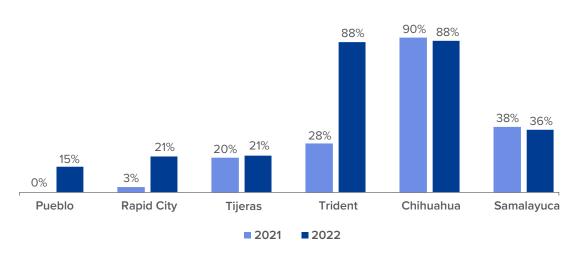
LOWER CLINKER RATIO TRANSLATES INTO LOWER CO2 EMISSIONS

- GCC reduced clinker factor to 86% in 2022
- Blended cement represented 41% of 2022 cement production
- Trident plant was fully converted to PLC in 2022
- Pueblo and Rapid City plants fully converted to PLC in Q4 2022
- Samalayuca plant produces and exports PLC to the U.S. since 2022
- All GCC plants to produce PLC by 2024

BLENDED CEMENT¹ PRODUCTION



BLENDED CEMENT PRODUCTION BY PLANT







LATEST ESG ACHIEVEMENTS

- GCC's CO2 emissions reduction targets were validated by the *Science Based Targets initiative*
- GCC was awarded a "B" rating in Carbon Disclosure Project (CDP) climate rating in 2022
- 100% and 50% of the electricity consumed at the Odessa and Rapid City plants, respectively, comes from renewable sources
- GCC is part of GCCA's research network, Innovandi
- Rapid City permanently shut down two wet kilns
- Pueblo and Rapid City cement plants earned EPA Energy Star certification
- Pueblo Plant won the PCA's Chairman's Safety Performance Award
- PCA recognized Odessa plant for outstanding environmental efforts
- GCC foundation focuses on sustainable living projects throughout Chihuahua
- Mexico Division was certified as a Great Place to Work® since 2015
- U.S. Division was certified as a Great Place to Work® since 2019
- 17th consecutive year awarded Mexican Center for Philanthropy
- In 2022, GCC began reporting under SASB standards
- GCC's CEO, Enrique Escalante, was elected to GCCA's board of directors in 2022













EXPERIENCED MANAGEMENT TEAM, WITH SOUND CORPORATE GOVERNANCE





ENRIQUE ESCALANTE, CEOGCC since 1999; 24 years in the industry



MAIK STRECKER, CFO GCC since 2020; 23 years in the industry



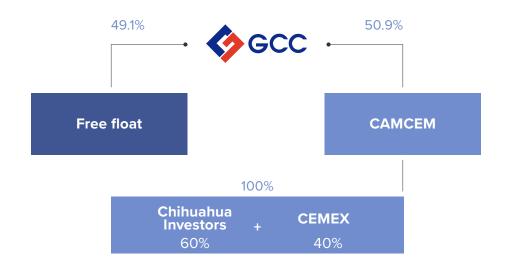
RON HENLEY, U.S. DIVISION PRESIDENT GCC since 2012; 37 years in the industry



MARCOS RAMÍREZ, MEXICO DIVISION PRESIDENT GCC since 1990; 32 years in the industry

GCC's senior management team averages ~29 years cement industry experience

Note that GCC currently has an ownership threshold of 3% or more of GCC's total outstanding shares; a position greater than 3% requires prior autorization by GCC's Board





COMPENSATION PLAN



GOAL: CLOSELY ALIGN PAY WITH PERFORMANCE AND VALUE CREATION OVER THE SHORT AND LONG-TERM

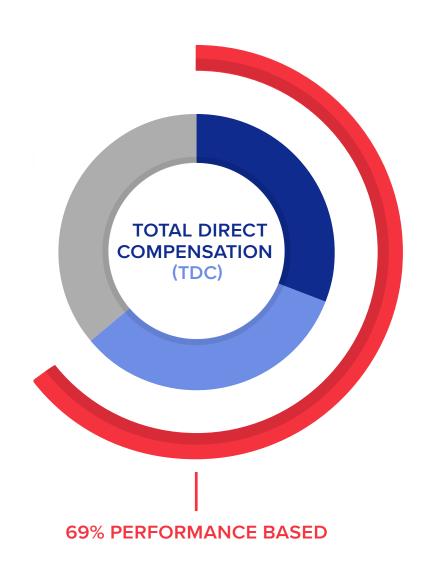
FIXED PAY

BASE SALARY

Smallest component of target TDC

CEO: ~ 31%

Key executives: 40% - 62%



VARIABLE PAY

ANNUAL INCENTIVE

Based on EBITDA:

- Budgeted growth
- EBITDA margin

Pays out between 0% and 205% of target

CEO: ~ 33%

Key executives: 18% - 28%

LONG-TERM INCENTIVE

Largest component of target TDC

Restricted stock

Based on ROIC

5 year vesting period

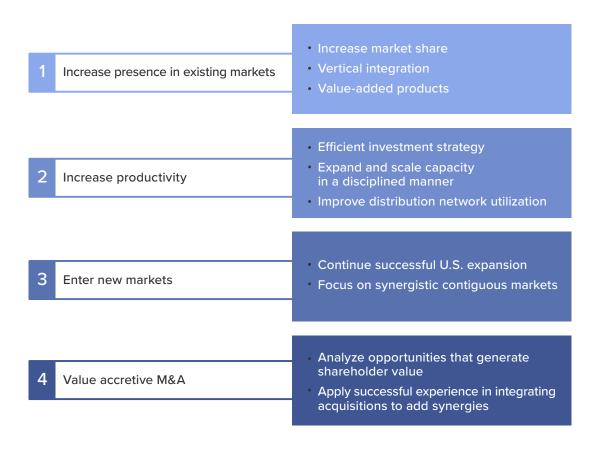
CEO: ~ 36%

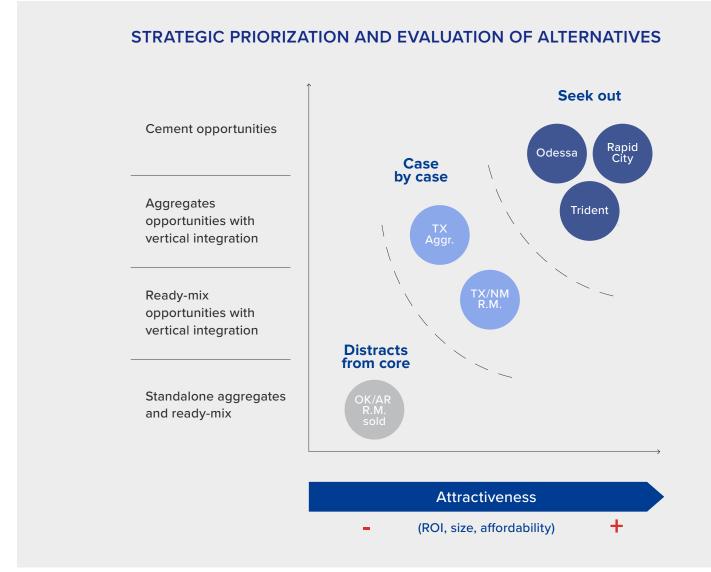
Key executives: 15% - 34%

WITH A DISCIPLINED APPROACH TO ACQUISITION AND GROWTH INVESTMENTS



FRAMEWORK





REINFORCING A POSITIVE 2023 OUTLOOK





UNITED STATES

Volumes

Cement Mid-single digit decrease

Concrete Mid-single digit increase

Prices

Cement Double digits increase

Concrete High-single digit increase



Volumes

Cement Mid-single digit increase

Concrete High-single digit increase

Prices

Cement

Low-double digit increase

Concrete

CONSOLIDATED

• EBITDA growth Double digits increase

• FCF Conversion Rate > 60%

• Total CAPEX US\$290 million

Growth US\$220 million

Maintenance US\$70 million

Net Debt / EBITDA, year-end

Negative

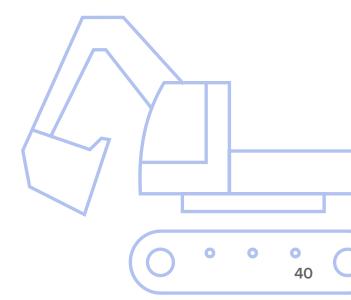




ENRIQUE
ESCALANTE
CEO Q3 2023 QUOTE

Enrique Escalante, GCC's Chief Executive Officer, commented: "Once again, GCC achieved double-digit growth in both top and bottom-line, driven by our commitment to excellence, and our strong client relationships. Our teams' ability to navigate market conditions has enabled us to further strengthen our margins."

Enrique continued, "Throughout the quarter, we continued to invest in our business, we focused on commercial performance to offset cost inflation and enhance margins, and on reinforcing our market position to build a stronger future for GCC."

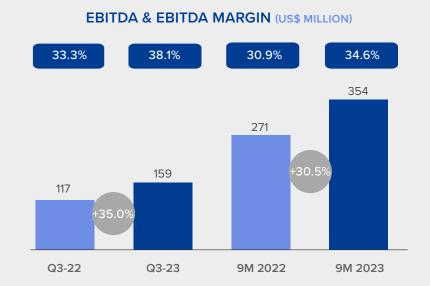


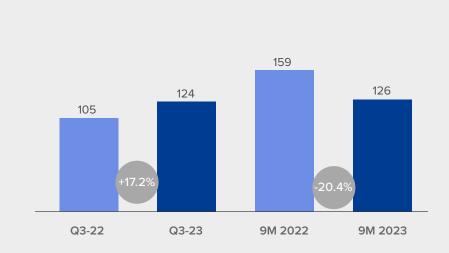


Q3 2023 & 9M 2023 RESULTS



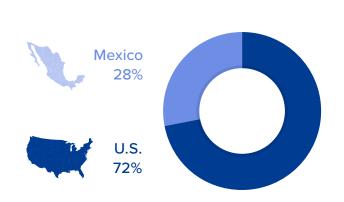


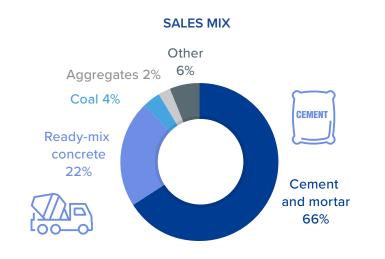


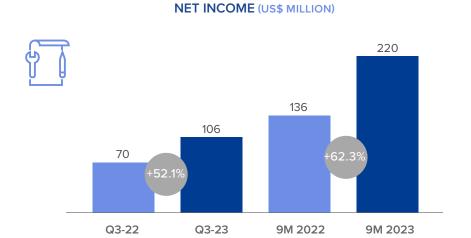


FREE CASH FLOW (US\$ MILLION)1

NET SALES BY COUNTRY











Millions of dollars	Q3-23	Q3-22	Var	9M-23	9M-22	Var
Net sales	416.1	352.8	17.9%	1,024.1	879.8	16.4%
Operating income before other expenses	135.5	93.1	45.5%	284.7	200.2	42.2%
EBITDA	158.5	117.4	35.0%	354.2	271.4	30.5%
EBITDA Margin	38.1%	33.3%		34.6%	30.9%	
Consolidated net income	105.8	69.5	52.1%	220.3	135.8	62.3%

- Consolidated net sales increased 17.9% year-on-year, to US\$416.1 million
- U.S. sales grew 11.3% as cement and concrete prices rose 12.4% and 17.1%, respectively
- U.S. concrete volumes increased 1.1%
- Mexico sales increased 39.3% reflecting a 2.9% and 6% increase in cement and concrete volumes, respectively
- Mexico sales excluding the appreciation of the Mexican peso increased by 19.7%
- Mexico cement and concrete prices increased by 8.2% and 16.5%, respectively

- EBITDA increased 35% to US\$158.5 million with a 38.1% EBITDA margin
- Free cash flow totaled US\$123.6 million with a 77.9% free cash flow conversion rate
- Cash and equivalents totaled US\$857.3 million
- Net leverage (net debt/EBITDA) ratio totaled -0.82x as of September 2023
- Earnings per share increased 53.4% year-on-year, to US\$0.3238
- GCC repurchased shares in the net amount of US\$0.6 million

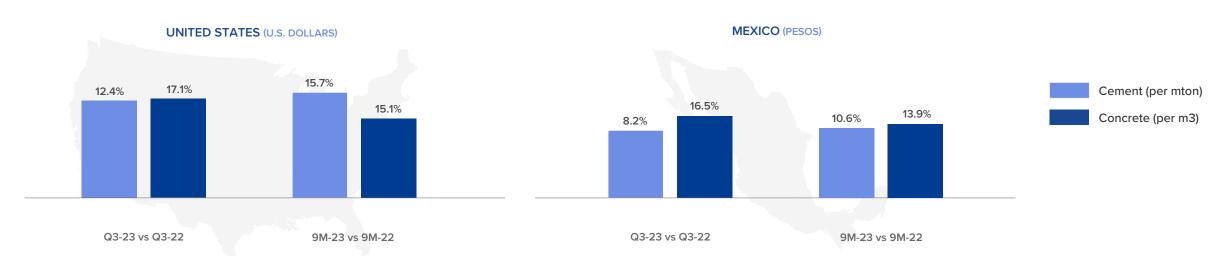
SALES VOLUMES AND PRICES



	Q3-23 vs Q3-22	9M-23 vs 9M-22
Cement volumes		
U.S.	-4.1%	-8.1%
Mexico	2.9%	5.5%
Concrete volumes		
U.S.	1.1%	5.3%
Mexico	6.0%	8.6%

- Favorable price environment in both countries
- Oil-well cement demand remained strong
- The most dynamic U.S. market segments during the quarter were oil and gas sector
- Mexico sales during the quarter were primarily driven by demand related to industrial maquiladora plants and warehouse construction

GCC AVERAGE SELLING PRICES, % CHANGE







Million dollars	Q3-23	Q3-22	Var	9M-23	9M-22	Var
Consolidated	416.1	352.8	17.9%	1,024.1	879.8	16.4%
U.S.	299.5	269.1	11.3%	701.2	642.3	9.2%
Mexico	116.6	83.7	39.3%	322.9	237.5	36.0%

U.S. SALES

Positive price environment across product lines offset the decline in cement volumes

Oil-well cement demand remained strong

MEXICO SALES

High demand for industrial real estate construction continues

Positive market trends with a steady stream of projects

Mexican peso's appreciation against the U.S. dollar boosted sales



INCOME STATEMENT (MILLION DOLLARS)

	Q3-23	Q3-22	Var	9M-23	9M-22	Var
	Q3-23	Q3-22	Val	9141-23	9101-22	VdI
Net Sales	416.1	352.8	17.9%	1,024.1	879.8	16.4%
U.S.	299.5	269.1	11.3%	701.2	642.3	9.2%
Mexico	116.6	83.7	39.3%	322.9	237.5	36.0%
Cost of sales	249.4	236.0	5.7%	651.3	609.9	6.8%
SG&A expenses	31.2	23.6	32.3%	88.1	69.7	26.4%
Other expenses, net	2.2	0.2	n.m.	4.3	0.5	795.9%
Operating Income	133.3	93.0	43.4%	280.4	199.7	40.4%
Operating margin	32.0%	26.4%		27.4%	22.7%	
Net financing (expenses)	9.6	(O.1)	n.m.	17.9	(18.2)	n.m.
Earnings in associates	0.8	0.9	-13.7%	2.1	2.5	-16.4%
Income taxes (benefit)	38.0	24.2	56.8%	80.1	48.3	65.9%
,						
Consolidated net income	105.8	69.5	52.1%	220.3	135.8	62.3%
EBITDA	158.5	117.4	35.0%	354.2	271.4	30.5%
EBITDA margin	38.1%	33.3%		34.6%	30.9%	

FREE CASH FLOW (MILLION DOLLARS)



	Q3-23	Q3-22	Var	9M-23	9M-22	Var
Operating income before other expenses	135.5	93.1	45.5%	284.7	200.2	42.2%
Depreciation and amortization	23.0	24.3	-5.1%	69.5	71.3	-2.5%
EBITDA	158.5	117.4	35.0%	354.2	271.4	30.5%
Interest income (expense)	15.1	5.7	165.4%	30.6	1.0	n.m.
Decrease (increase) in working capital	(13.4)	8.4	n.m.	(93.0)	(22.3)	317.4%
Taxes	(25.5)	(2.2)	n.m.	(58.9)	(10.3)	473.2%
Prepaid expenses	(2.1)	(5.3)	-60.9%	1.8	(1.5)	n.m.
Accruals and other accounts	7.2	0.1	n.m.	(51.7)	(27.8)	86.1%
Operating Leases (IFRS 16 effect)	(3.0)	(4.1)	-27.8%	(9.1)	(12.3)	-26.4%
Operating cash flow	136.8	120.0	14.0%	174.0	198.4	-12.3%
Maintenance CapEx*	(13.3)	(14.6)	-9.3%	(47.6)	(39.6)	20.3%
Free cash flow	123.6	105.4	17.2 %	126.4	158.8	-20.4%
Strategic & Growth CapEx	(24.8)	(12.8)	93.6%	(77.2)	(33.0)	134.1%
Share repurchase (net)	(0.6)	(3.3)	-80.7%	(14.4)	(20.6)	-29.9%
Debt amortizations net	0.0	0.0	0.0%	0.0	(40.0)	-100.0%
Dividends paid	0.0	0.0	0.0%	(24.6)	(19.1)	28.7%
FX effect	(11.1)	(2.6)	327.5%	21.0	2.9	618.4%
Initial cash balance	770.3	645.3	19.4%	826.2	683.0	21.0%
Final Cash balance	857.3	732.0	17.1%	857.3	732.0	17.1%
FCF conversion rate	77.9%	89.8%		35.7%	58.5%	

- Higher EBITDA generation
- Higher interest income
- Higher cash taxes
- Higher working capital requirements

Decreased free cash flow in 9M-23 reflects:

- Higher working capital requirements
- Higher cash taxes
- Lower accruals
- Higher maintenance CapEx
- Higher EBITDA generation
- Higher interest income

Increased free cash flow in Q3-23 reflects:

^{*} Excludes growth and strategic capital expenditures

^{**} Free cash flow conversion rate = free cash flow after maintenance CapEx / EBITDA

BALANCE SHEET (MILLION DOLLARS)



	Sep-23	Sep-22	Var
Total Assets	2,657.9	2,372.1	12.0%
Current Assets	1,226.8	1,064.5	15.2%
Cash	857.3	732.0	17.1%
Other current assets	369.5	332.5	11.1%
Non-current assets	1,413.1	1,307.6	9.4%
Plant, property, & equipment	1,098.6	971.2	13.1%
Goodwill and intangibles	264.0	270.8	-2.5%
Other non-current assets	68.5	65.6	4.5%
Total Liabilities	999.2	957.5	4.4%
Current Liabilities	267.2	239.2	11.7%
Short-term debt	0.0	0.0	0.0%
Other current liabilities	267.2	239.2	11.7%
Long-term liabilities	732.0	718.3	1.9%
Long-term debt	496.9	496.6	0.1%
Other long-term liabilities	77.5	75.8	2.2%
Deferred taxes	157.6	145.8	8.0%
Total equity	1,658.7	1,414.6	17.3%

- Net leverage (net debt/EBITDA) ratio totaled
 -0.82x as of September 2023
- Cash and equivalents totaled US\$857.3 million
- Based on the last twelve months of sales, as of September 2023, net working capital increased from 43 to 50 - a total increase of 7 days
- Earnings per share increased 53.4% year-on-year to US\$0.3238
- GCC repurchased shares in the net amount of US\$0.6 million



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