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exchange rates, interest rates, inflation, foreign trade restrictions, and market conditions, which may cause the actual financial and other results to be materially different from the results expressed or implied by such projections.

#### **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:

Q1-22 - 20.5154 2021 - 20.2832 Q1-21 - 20.3269 2020 - 21.4916

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 Maintaining strict M&A criteria with a focus on value for purchase,

at a cost within strict pre-determined parameters



# ACTION PLAN TO MITIGATE COVID-19 IMPACT

#### PEOPLE AND BUSINESS CONTINUITY

- Developed specific health and safety protocols for each of GCC's operations
- Enacted "work from home" protocols for the majority of employees
- Established skeleton crews wherever possible
- Ensured that every employee receives their full salary and benefits
   Continuously monitoring and assessing market demand, economic fundamentals and government regulations
- Established contingency plans to ensure a safe operation and uninterrupted supply to customers,
   supported by GCC's robust manufacturing and distribution network
- Working closely with cement and concrete associations in both Mexico and the U.S.







## 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
     e.g. hiring freeze, not filling vacant positions and limiting external service providers
- Deferred all non-essential projects
- Cash and equivalents totaled US\$640 million in Q1-22
- Net debt/EBITDA totaled -0.43x as of March 2022
- No significant debt maturities in 2021
- 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
2021 VS 2014

Cement
Capacity
+1.4mmt
+33%

EBITDA
Growth
+100%

EBITDA
Margin
+1,210bp

Net Debt/
EBITDA

2.28x →
-0.44x

Free Float

25% →

48%

Share Price (04/29/21) +254%

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



• 3.5 MMT in U.S. + 2.3 MMT in Mexico

- #1 or #2 share in core markets
  - Landlocked states, insulated from seaborne competition
- 8 cement plants, 23 terminals, 2 distribution centers and 95 ready-mix plants
- 80 years of operation 27 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 Q1 2021

US\$1,067 million sales - 72% U.S. / 28% Mexico

US\$343 million EBITDA - 77% U.S. / 23% Mexico

32.1% EBITDA margin

Net leverage of -0.43x



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

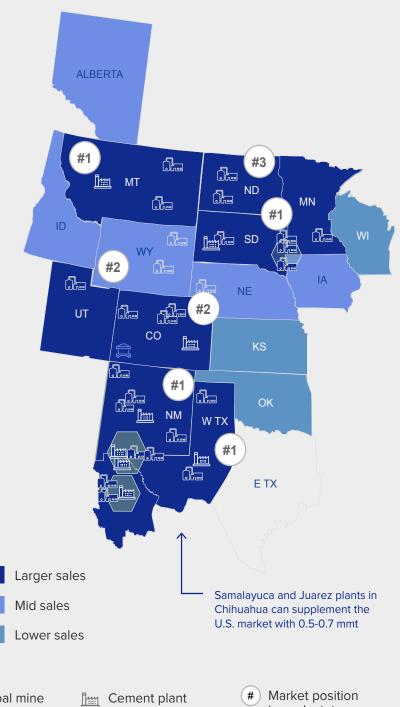




#### REGIONAL LEADER IN U.S. MID-CONTINENT MARKETS

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

- Leadership position in 16 contiguous states
  - CO, MN, MT, ND, NM, SD, UT and W.TX are our core markets, with 88% 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
- Rapid City, SD plant expansion (+ 0.4 MMT) increased U.S. cement capacity to 3.5 MMT per year (finished 4Q18)
- Trident, MT cement plant acquisition (June 2018)





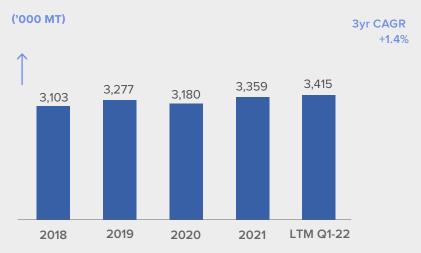
in each state



3yr CAGR

# MARKETS WITH DEMONSTRATED VOLUME AND PRICE RECOVERY

#### **GCC U.S. CEMENT SALES**



#### **GCC U.S. CONCRETE SALES**







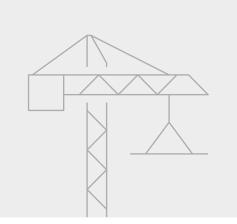
#### **GCC U.S. CONCRETE PRICES**



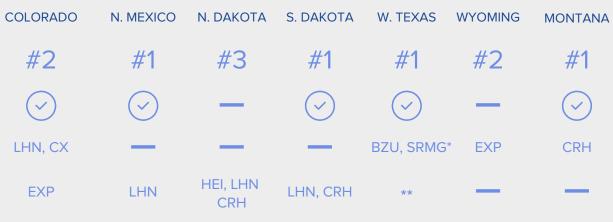
## WHERE GCC FACES FRAGMENTED COMPETITION AND HAS A DIVERSIFIED BUSINESS MIX



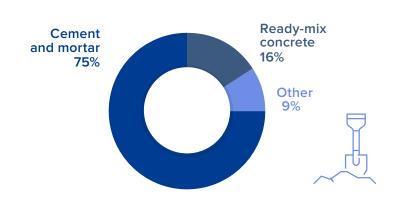
#### GCC MARKET POSITION AND COMPETITORS IN CORE MARKETS



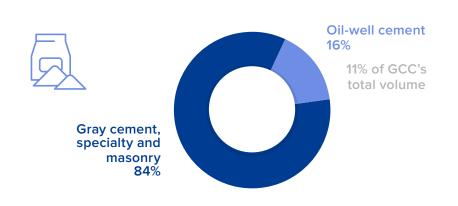
	C
GCC market position	
GCC cement plant in state	
Competitor in-state plant	
Other principal competitors	



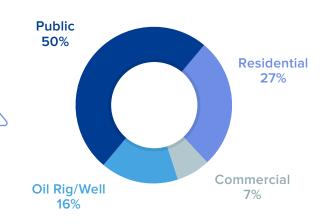
#### U.S. 2021 SALES MIX



#### U.S. 2021 PRODUCTION VOLUME BY CEMENT TYPE



#### U.S. 2021 SECTORS<sup>1</sup>



<sup>\*</sup> Refers to West Texas only

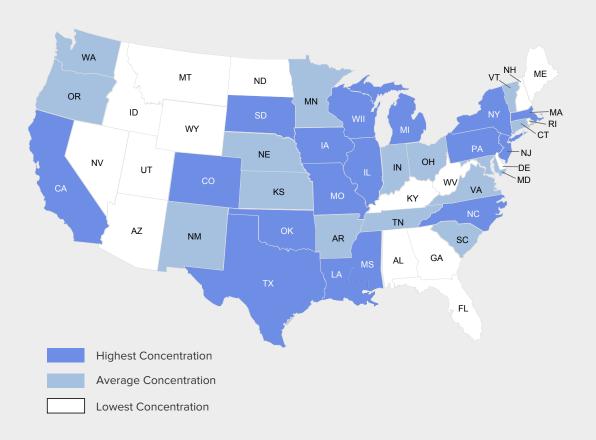
<sup>\*\*</sup> Aprox. 12 mmt of capacity in East and Central Texas



#### AND A CLEAR NEED FOR INCREASED INFRASTRUCTURE SPENDING

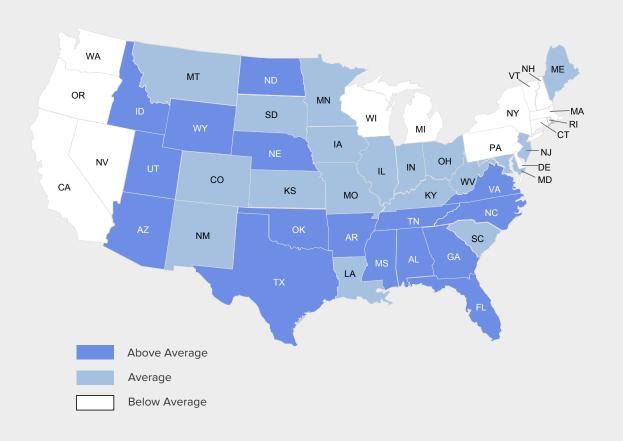
#### **DEFICIENT ROADS 1**

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



#### **CEMENT FUNDAMENTALS 2**

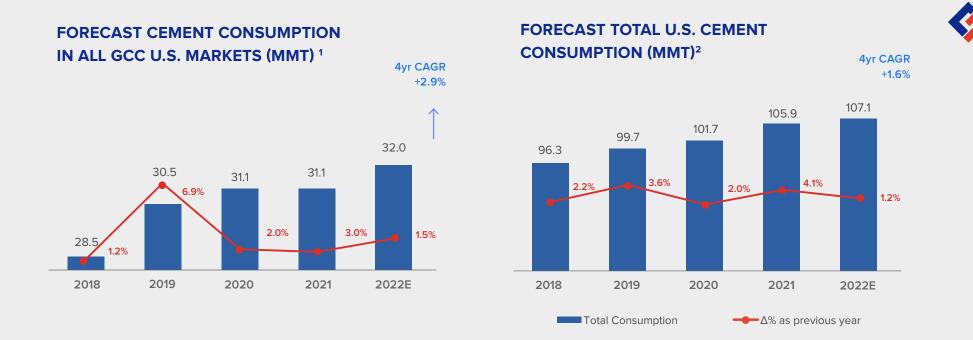
BASED ON PCA SECTOR COMPOSITE RANKINGS\*



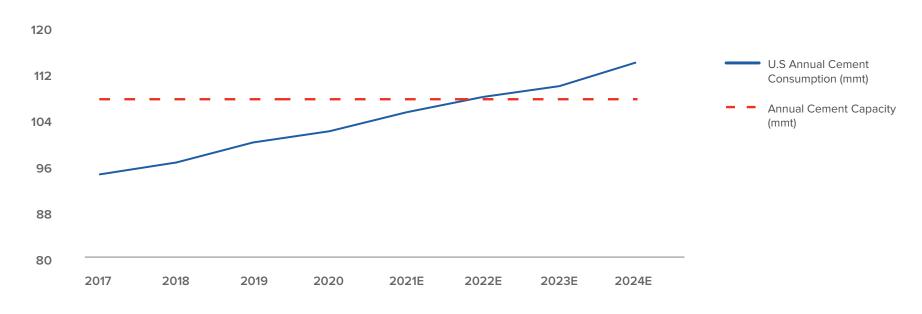
<sup>&</sup>lt;sup>1</sup>Source: PCA United States' Cement Outlook

<sup>&</sup>lt;sup>2</sup>Source: PCA Market Intelligence, Regional Analysis (July 2020)

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



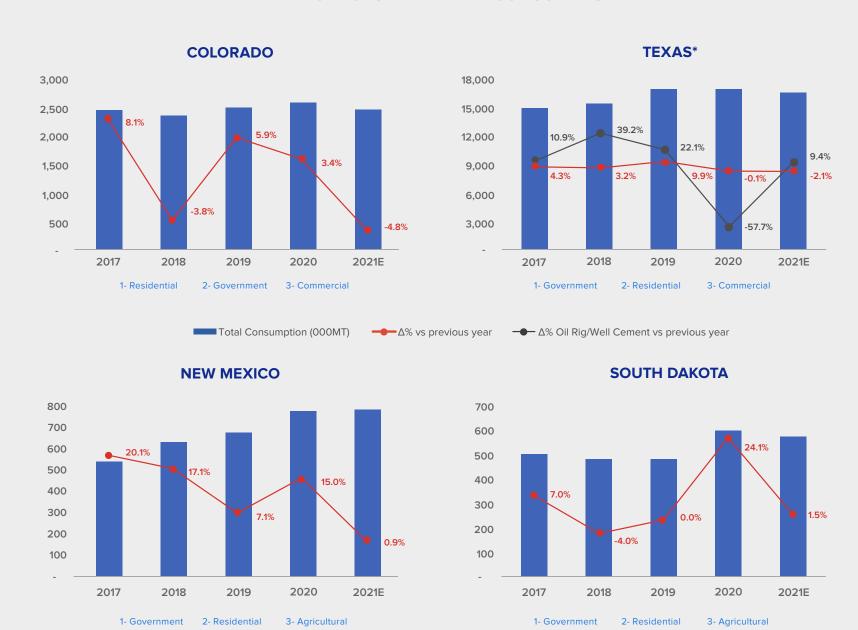
#### U.S CEMENT DEMAND WILL OUTPACE SUPPLY BY 2022, IMPORTS WILL BE A CRITICAL SOURCE OF SUPPLY





## PORTLAND CEMENT ASSOCIATION (PCA) SUMMER 2020 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
- 83% of GCCs EBITDA is driven by cement

#### **MARKET**



U.S. INFRASTRUCTURE

PLAN WILL BOOST THE

**CEMENT INDUSTRY** 

- Cement consumption is surpasing 2019 levels with expected growth in 2021
- Upcoming high cement demand will be boosted by the U.S. infrastructure plan

#### LIMITED AVAILABILITY



- Decrease of cement availability due to high demand and limited supply
- GCC is well positioned to meet U.S. demand with Mexico cement plants and a recently expanded U.S. plant

#### **PRICE INCREASES**

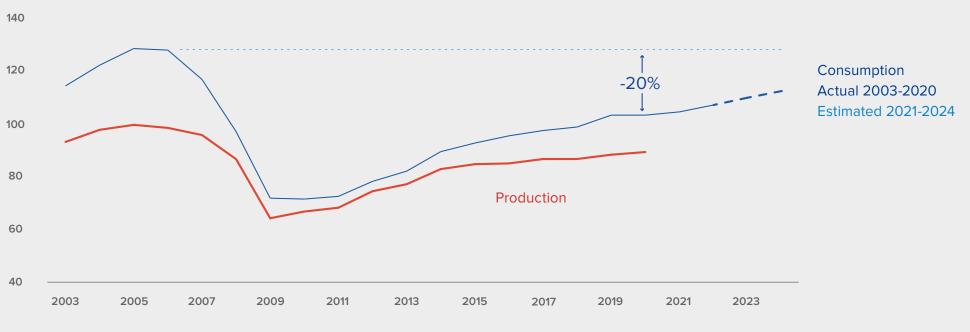


- In 2021, we increased cement prices twice, which represented an average of 8% increase
- 2021 cement price increase is greater than the cumulative inflation as of the end of September
- Market dynamic could potentially drive the increase in cement prices





#### U.S. CEMENT PRODUCTION AND CONSUMPTION









- 2020 U.S. apparent consumption is still 20% below 2005 peak (26 MMT)
- Import share is about 13% of consumption, compared to 23% share in 2006

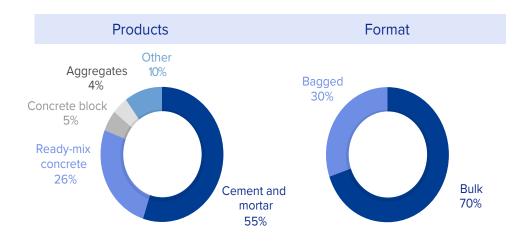
## **♦**GCC

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

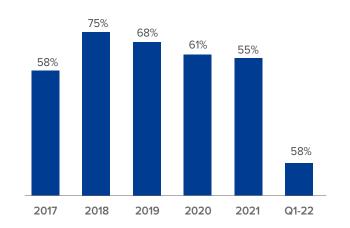


- GCC is sole producer of cement and the leading producer of ready-mix concrete in Chihuahua.
- Close economic ties between Chihuahua and the U.S.
  - Cyclical recovery benefit
  - Foreign direct investment target
- Demand growth driven by private sector
- Flexibility to supply Texas and New Mexico demand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

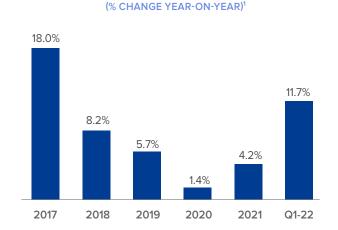
#### 2021 SALES MIX



#### **EXPORT SHARE OF MEXICO'S VOLUME SALES**



#### **CEMENT DOMESTIC PRICING TRENDS**



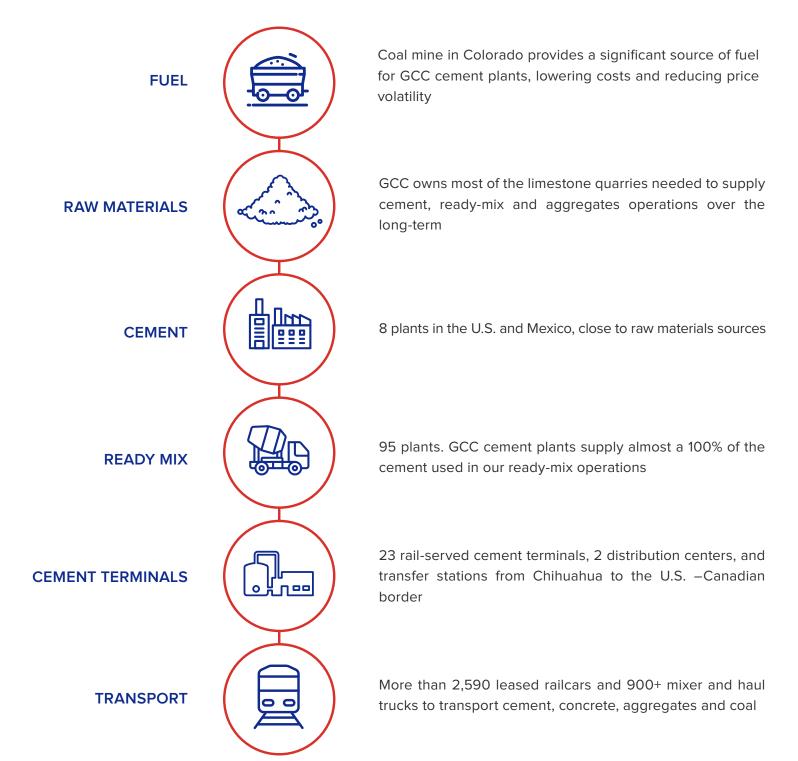
<sup>&</sup>lt;sup>1</sup> Price changes in local currency



VERTICALLY INTEGRATED

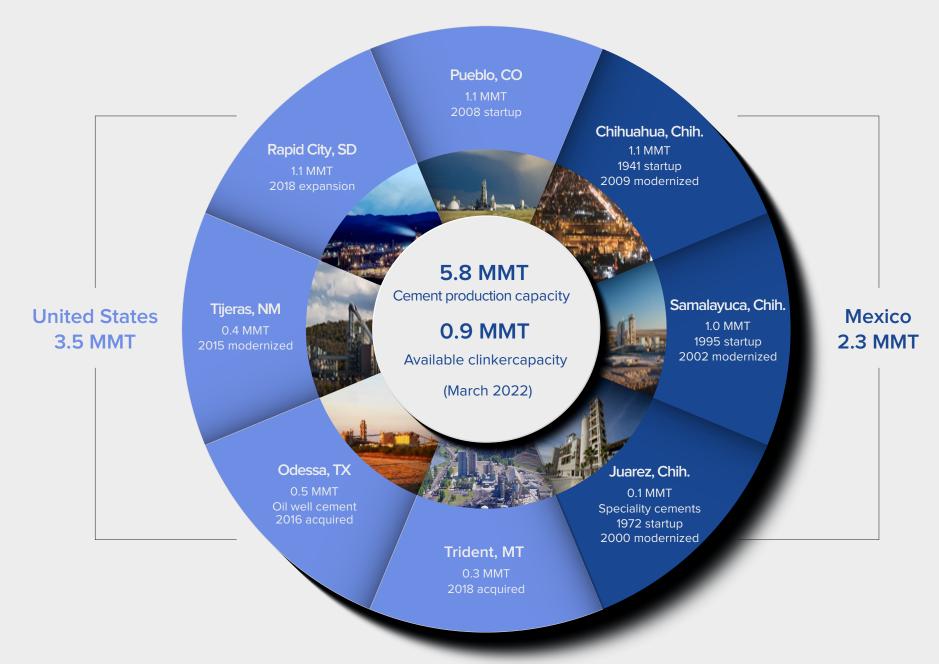
**OPERATIONS** 

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



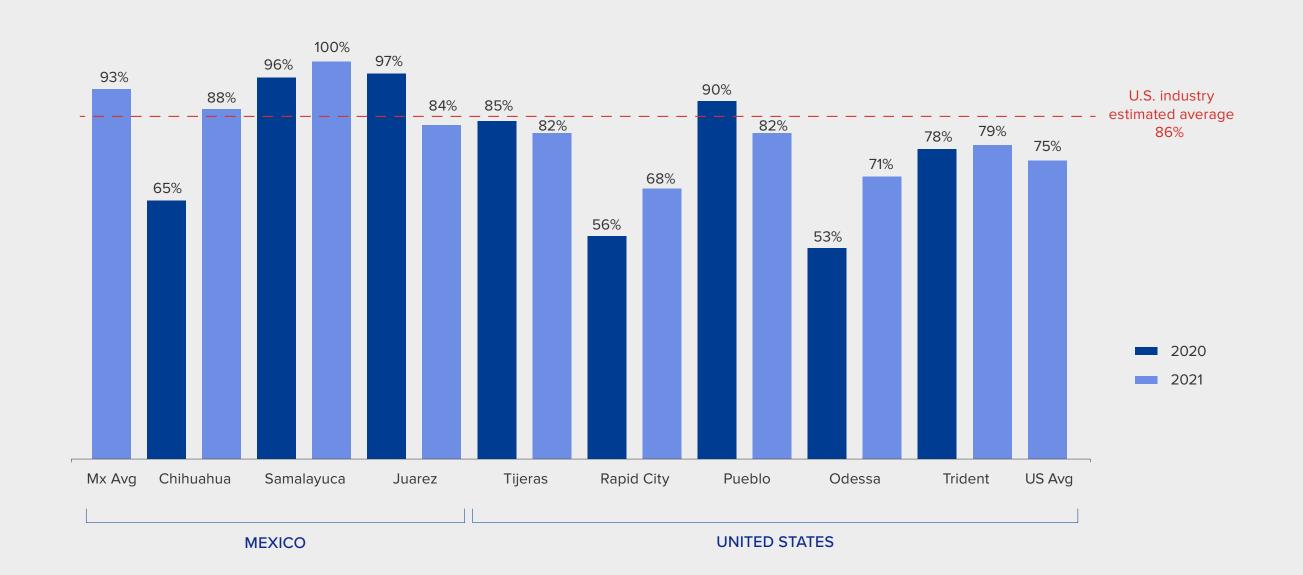


WITH STATE
OF THE ART
PRODUCTION
FACILITIES



## 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



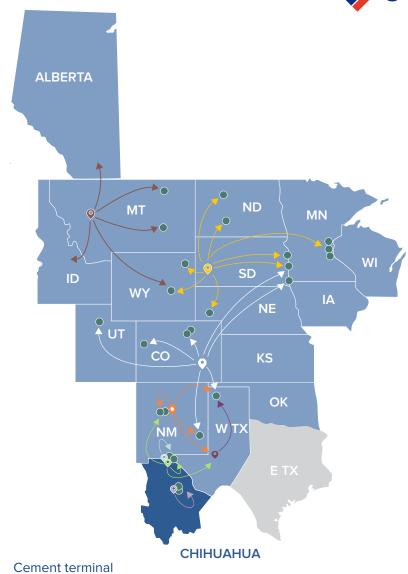
23 cement terminals, 2 distribution centers, and transfer stations



+2,350 leased rail cars



94 ready-mix plants, 700+ mixer and haul trucks



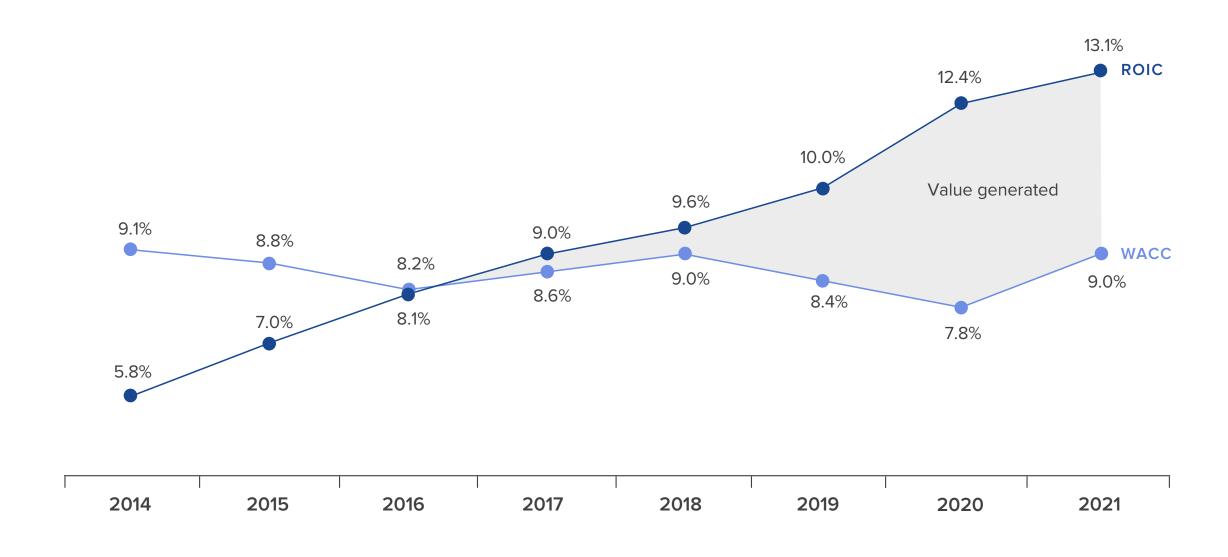


Cement plants

Illustrates sale of cement from origin state to destination state

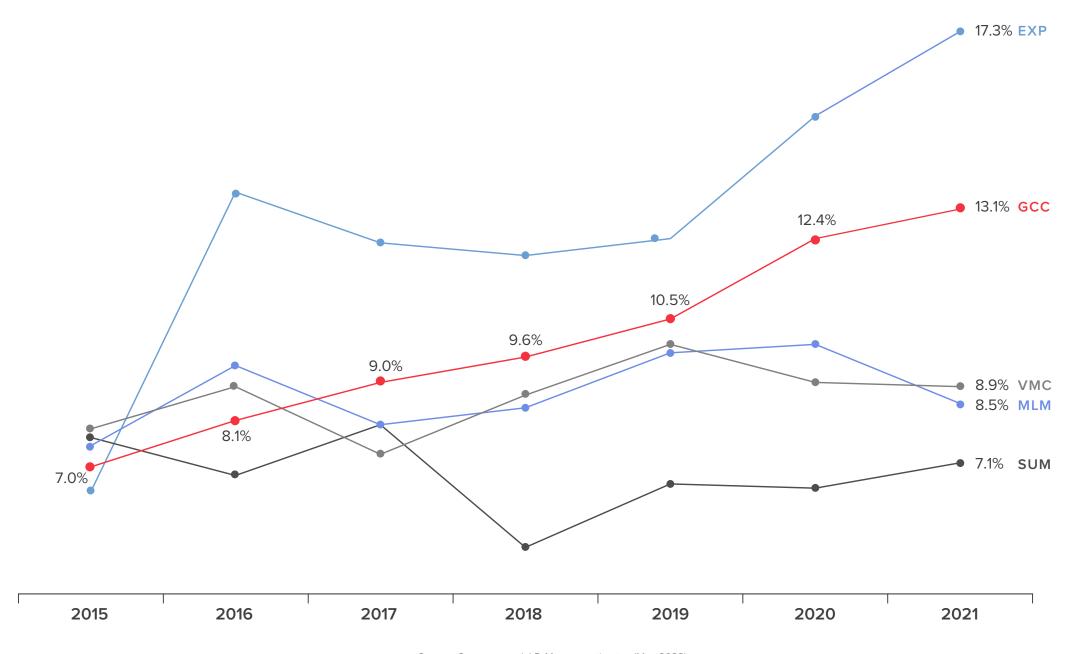
#### OPTIMIZING OPERATIONS FOR VALUE GENERATION





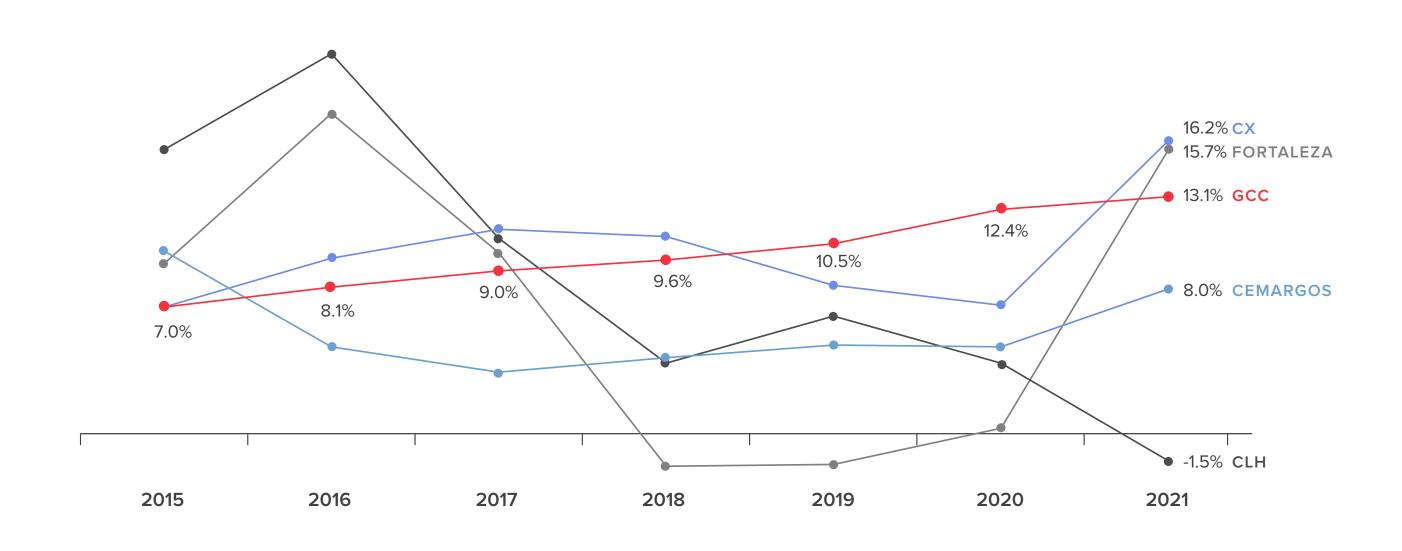
#### GCC GENERATES A HIGHER ROIC THAN MOST OF ITS U.S. PEERS...





#### ... 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

EBITDA
Growing

+79%
EBITDA growth
since 2016

**32.5**% 2021 margin

Debt Falling and Refinancing

-0.43x Net leverage

BBB-Investment grade Fitch rating

**BBB-**S&P rating

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

48% 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-	Stable	02/21
S&P	BBB-		03/21

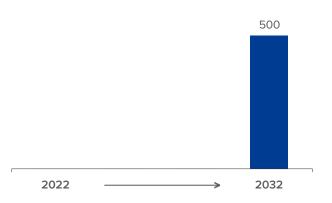
#### **DEBT COMPOSITION (JANUARY 2022)**

SECURITIES DEBT

Sustainability-linked bond
US\$500 million
3.614% coupon
due 2032

#### **MATURITY PROFILE**

(US\$ million)



#### **DEBT RATIOS**

(March 31, 2021)

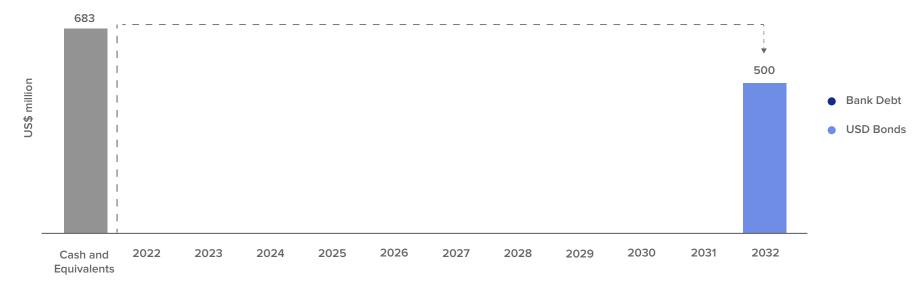


#### SUSTAINABILITY LINKED BOND



#### 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<sub>BPS</sub> 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

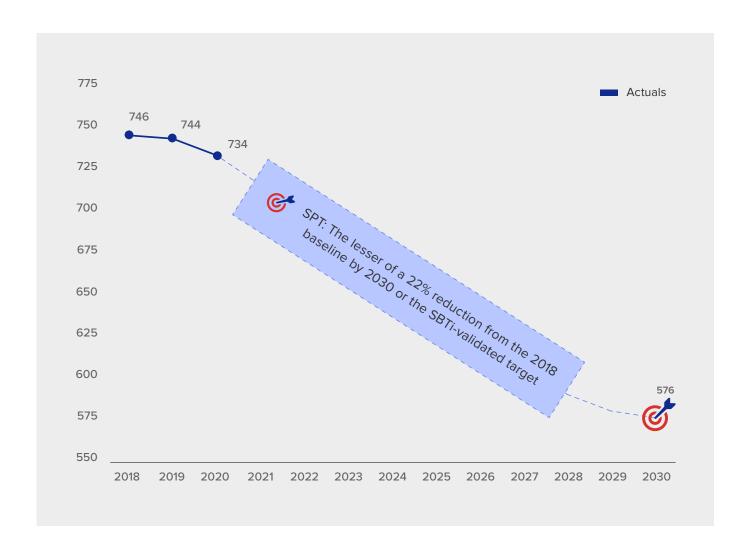
Carbon Intensity Reduction, measured as specific net kilograms of CO2 (Scope 1) emissions emitted per ton of cementitious material

The lesser of a 22% reduction from the 2018 baseline by year-end 2030 or the Science Based Targets initiative-validated target

If the SPT isn't achieved by year-end 2030, the interest rate will increase 75 bps

#### **FACTORS THAT SUPPORT OUR TARGET**

- Strong commitment from our Board of Directors on Sustainability Strategy
- Increasing use of alternative fuels
- Increasing production of blended cements to reduce our clinker ratio
- Replacing use of coal for natural gas
- Optimizing use of energy
- Public commitment with SBTi and KPI validation in process



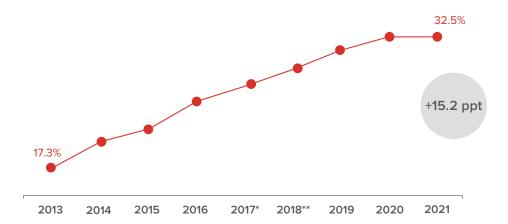


GCC has engaged ISS to provide a Second Party Opinion (SPO) of the Framework, available in the ISS website

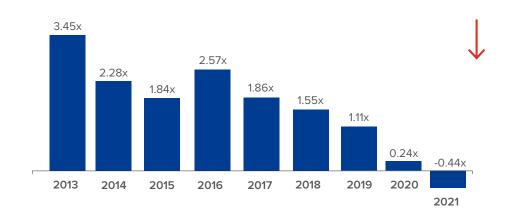
## DEBT AND CAPITAL EFFICIENCY INDICATORS STEADILY IMPROVING



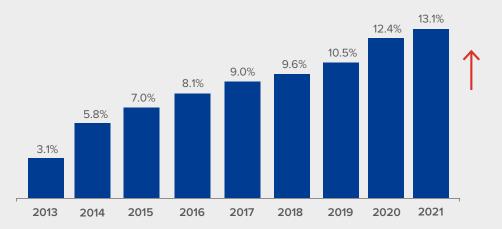
#### **EBITDA MARGIN**



#### NET LEVERAGE RATIO (Net Debt / EBITDA)



#### ROIC (NOPAT / Avg. Invested Capital)



#### WORKING CAPITAL (Based on sales)



<sup>\*</sup> Proforma after asset swap

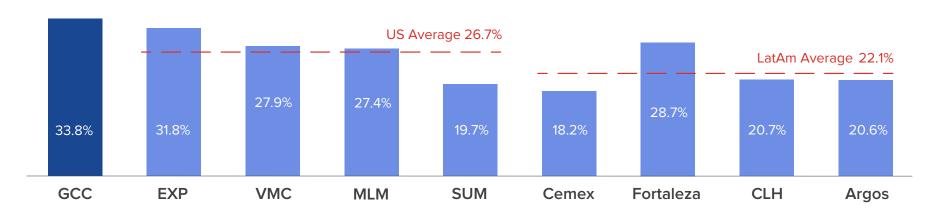
## STRENGTHENED MARGINS AND LOWER INDEBTEDNESS THAN MOST OF OUR PEERS



#### 2022 estimated Net Debt/EBITDA multiples\*



#### 2022 estimated EBITDA margins\*



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



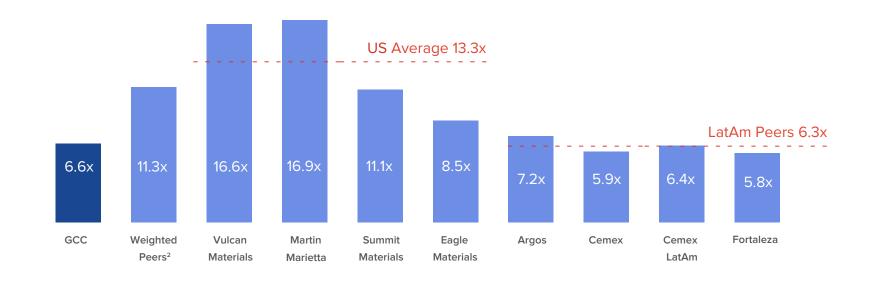
## TRANSACTIONS BENEFIT PUBLIC MARKET SHAREHOLDERS

- Transparent control group shareholdings
- Float increased to 48% of shares
- Increased liquidity

## SHARES STILL TRADE BELOW PEER GROUP MULTIPLES

- Even after 97% price increase since 2017
- Trading at a 42% discount to weighted peers<sup>2</sup>
- 50% discount to U.S. average
- No discount compared to LatAm average

#### 2022 ESTIMATED EV/EBITDA MULTIPLES<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Source: J.P. Morgan (May 2022) and Morgan Stanley (May 2022) estimates

<sup>&</sup>lt;sup>2</sup> Weighted peers implies: 72% US peers + 28% LatAm peers

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

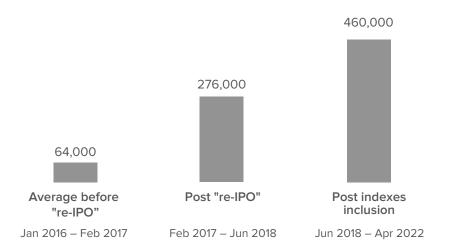


# LIQUIDITY ENHANCING EVENTS

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

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

#### AVERAGE DAILY TRADING VOLUME, SHARES1



Indexes

FTSE BIVA

MSCI

S&P/BMV IPC



1 Source: BMV; GCC calculations



#### GCC JOINED THE GLOBAL CEMENT AND CONCRETE **ASSOCIATION IN 2018**

#### MAIN GOALS

2020 🗸

**REDUCE NET CO2 EMISSIONS BY 9%** 

2030

**REDUCE NET CO2 EMISSIONS BY 22% OR THE** SBTI-VALIDATED TARGET

2050

**COLLECTIVE AMBITION** FOR CARBON NEUTRAL CONCRETE

CO2 emissions reductions are compared to our 2005 baseline for 2020 target and to our 2018 baseline for 2030 target











# Sustainable Development Performance Targets

#### SUSTAINABLE **DEVELOPMENT GOALS**

**Climate & Energy** 

**Circular Economy** 

**Health & Safety** 

**Environment & Nature** 

**Social Responsibility** 

Concrete

Triple Bottom Line - Growth & Profitability

**Strategy & Execution** 



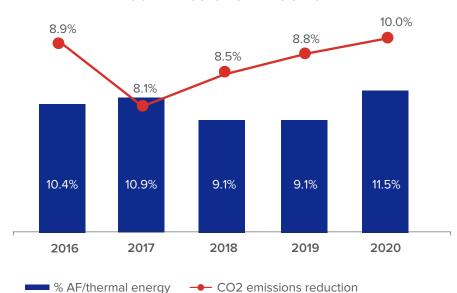
## SUPPORTED BY SUSTAINABILITY INITIATIVES RESULTING IN DIRECT ECONOMIC AND ENVIRONMENTAL BENEFITS



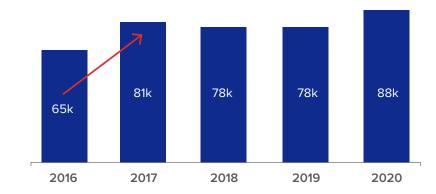




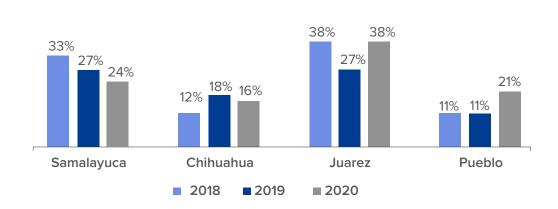
## ALTERNATIVE FUELS (AF) USAGE AND CO2 EMISSIONS REDUCTION<sup>1</sup>



#### **ALTERNATIVE FUELS USAGE (MT)**



#### **AF USAGE BY PLANT**



#### AF PROVIDE SIGNIFICANT COST ADVANTAGES

- In 2020, AF provided 11.5% of total thermal energy and reduced CO2 emissions by 10%
- In 2018, GCC saved more than US\$4 million using AF
- On average, AF costs are 50% lower than coal costs
- In 2019, GCC received permit to co-process AF at Rapid City
- In 2018, GCC expanded the Pueblo plant's AF capability
- In 2017, GCC secured a flexible fuel-permit for Odessa
- Tijeras fuel permit is in the final stages











#### GCC joined the *Science Based Targets initiative* to verify CO2 reduction targets

- Three long-term agreements were signed with renewable energy suppliers covering approximately 20%, 100% and 50% of the electricity consumed at Mexico's operations, Odessa plant and Rapid City plant, respectively
- GCC joined GCCA's research network, Innovandi
- Use of biomass fuel at the Juarez plant reduced CO2 emissions by 38%
- Rapid City has permanently shut down two wet kilns
- Two U.S. cement plants earned EPA Energy Star certification
- Pueblo plant earned the Energy Star certification for second year in a row
- Rapid City plant earned the Energy Star certification
- Pueblo Plant won the PCA's Chairman's Safety Performance Award
- PCA recognized Odessa plant for outstanding environmental efforts
- Zero fatalities
- 11% reduction in lost time incident frequency and 31% reduction in severity rate (2020)
- GCC Foundation focuses on sustainable living projects throughout Chihuahua
- Mexico Great Place to Work® ranking increased to 7<sup>th</sup> from 14<sup>th</sup>
- U.S. Division was certified as a Great Place to Work®
- 16<sup>th</sup> consecutive year awarded Mexican Center for Philanthropy



LATEST ESG

**ACHIEVEMENTS** 



## EXPERIENCED MANAGEMENT TEAM, WITH SOUND CORPORATE GOVERNANCE





#### ENRIQUE ESCALANTE, CEO

GCC since 1999; 22 years in the industry



#### LUIS CARLOS ARIAS, CFO

GCC since 1996; 25 years in the industry



#### RON HENLEY, U.S. DIVISION PRESIDENT

GCC since 2012; 36 years in the industry

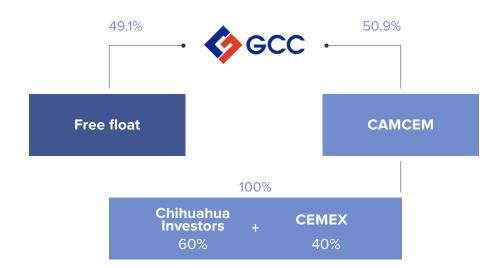


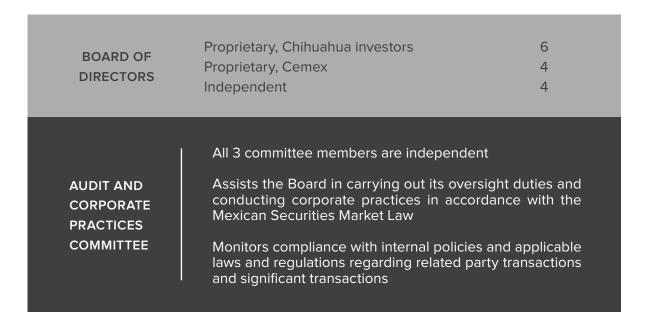
MARCOS RAMÍREZ, MEXICO DIVISION PRESIDENT

GCC since 1990; 31 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

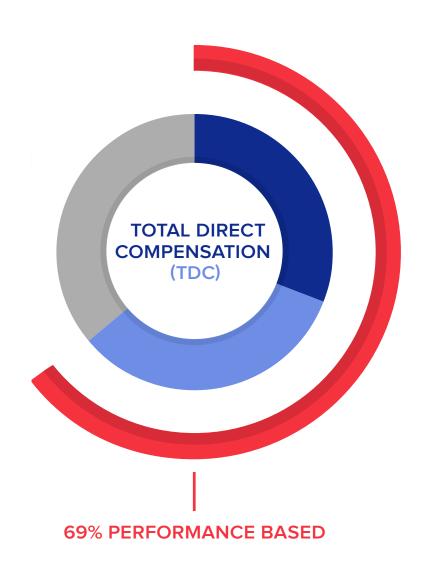
#### **FIXED PAY**

#### **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**

 Increase market share Vertical integration Increase presence in existing markets Value-added products Efficient investment strategy Expand and scale capacity Increase productivity in a disciplined manner • Improve distribution network utilization Continue successful U.S. expansion Enter new markets Focus on synergistic contiguous markets Analyze opportunities that generate shareholder value Value accretive M&A Apply successful experience in integrating acquisitions to add synergies

### STRATEGIC PRIORIZATION AND EVALUATION OF ALTERNATIVES Seek out Cement opportunities Case by case Aggregates Trident opportunities with TX Aggr. vertical integration TX/NM R.M. Ready-mix opportunities with vertical integration **Distracts** from core Standalone aggregates and ready-mix Attractiveness + (ROI, size, affordability)

### REINFORCING A POSITIVE 2022 OUTLOOK





#### **UNITED STATES**

Volumes

Cement

Concrete

Low- to mid-single digit

Prices

Cement

Concrete

Mid- to high-single digit



#### **MEXICO**

Volumes

Cement

Concrete

Low- to mid-single digit

Prices

Cement

Mid- to high-single digit

Concrete

#### **CONSOLIDATED**

• EBITDA growth High-single to double digit

FCF Conversion Rate

Total CAPEX

Strategic and growth

Maintenance

2021 carry-over

Net Debt / EBITDA, year-end

US\$ 260 million

> 60%

US\$ 180 million

US\$ 65 million

US\$ 15 million

Negative

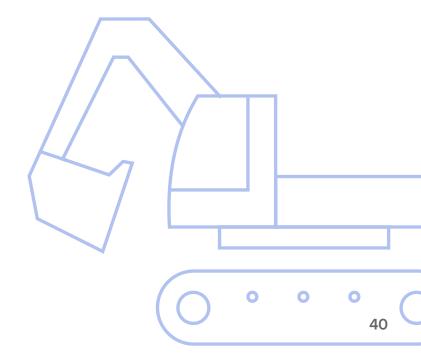




ENRIQUE
ESCALANTE
CEO Q1 2022 QUOTE

Enrique Escalante, GCC's Chief Executive Officer, commented: "GCC is off to an excellent start this year. We are pleased with the results delivered during this quarter and of the way we are overcoming a high inflation environment amid global challenges.

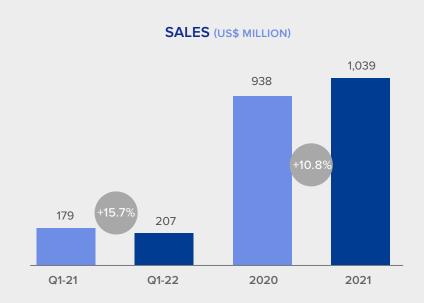
One of our top priorities is being extremely vigilant in offsetting cost pressures as we capitalize on market opportunities and focus our efforts in maximizing production and terminal outputs. Market trends and full-year backlogs are encouraging for 2022; therefore, we expect to end the year in line with our high-single to double-digit EBITDA growth guidance."

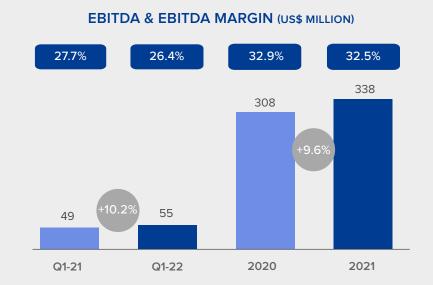


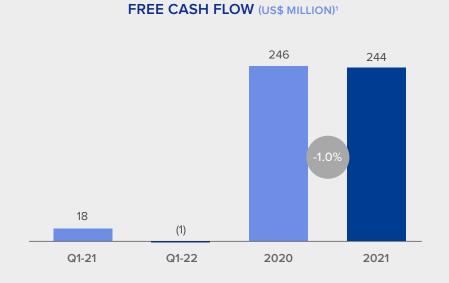


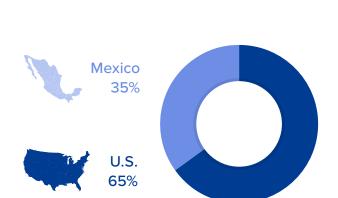
## Q1 2022 & FY 2021 RESULTS



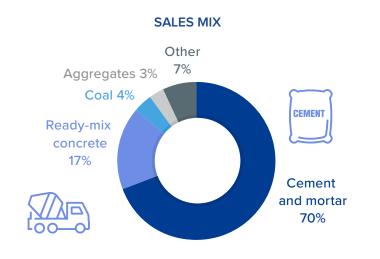


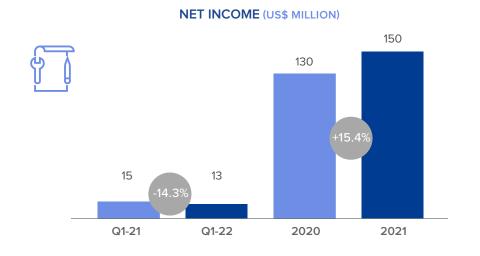






**NET SALES BY COUNTRY** 









Millions of dollars	Q1-22	Q1-21	Var	2022	2021	Var
Net sales	206.9	178.8	15.7%	1,038.8	937.8	10.8%
Operating Income before other expenses	57.5	56.7	1.4%	241.3	211.3	14.2%
EBITDA	54.5	49.5	10.2%	337.9	308.3	9.6%
EBITDA Margin	26.4%	27.7%		32.5%	32.9%	
Consolidated Net Income	13.1	15.3	-14.3%	149.7	129.7	15.4%

- Consolidated net sales increased 15.7% to US\$206.9 million
- U.S. sales increased 20.6% as cement and concrete volumes increased 10.3% and 15.7%, respectively
- Mexico cement and concrete prices increased 11.7% and 8.1%, respectively
- Mexico sales increased 7.5% as concrete volumes increased 9.1%
- U.S. cement and concrete prices rose 10.3% and 1.3%, respectively

- EBITDA increased 10.2% to US\$54.5 million with a 26.4% EBITDA margin
- Cash and equivalents totaled US\$640 million
- Net leverage (net debt/EBITDA) ratio totaled -0.43x as of March 2022
- The share buyback program will be reactivated

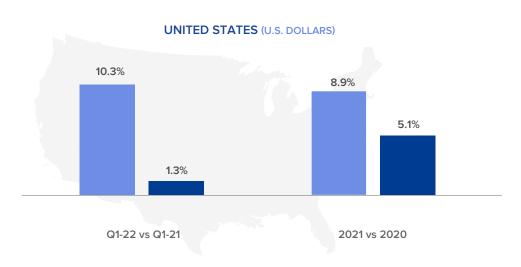
### SALES VOLUMES AND PRICES

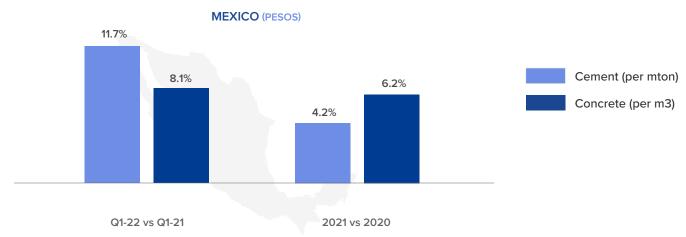


	Q1-22 vs Q1-21	2021 vs 2020
Cement volumes		
U.S.	10.3%	5.6%
Mexico	-4.7%	6.9%
Concrete volumes		
U.S.	15.7%	-19.1%
Mexico	9.2%	19.1%

- The most dynamic U.S. market segments during the quarter were industrial warehouse construction and the oil gas sector
- U.S. performance and market conditions were better than expected
- Mexican customers built up inventory at year's end
- Mexico sales during the quarter were primarily driven by demand related to industrial warehouse construction, commercial and housing projects and strong mining activity

#### GCC AVERAGE SELLING PRICES, % CHANGE





### SALES



Million dollars	Q1-22	Q1-21	Var	2021	2020	Var
Consolidated	206.9	178.8	15.7%	1,038.8	937.8	10.8%
U.S.	135.4	112.3	20.6%	750.4	693.1	8.3%
Mexico	71.4	66.4	7.5%	288.4	244.6	17.9%

#### **U.S. SALES**

Performance and market conditions were better than expected

Efforts focused on building up inventory

Customers are significantly more concerned about ensuring uninterrupted supply

The most dynamic market segments during the quarter were industrial warehouse construction and the oil gas sector

#### **MEXICO SALES**

Double-digit price increase in Mexico effective in January 2022

Customers built up inventory in December 2021

Mexico sales during the quarter were primarily driven by demand related to industrial warehouse construction, commercial and housing projects and strong mining activity

Exluding the FX effect, Mexico's sales would have increased by 8.6%



# INCOME STATEMENT (MILLION DOLLARS)

	Q1-22	Q1-21	Var	2021	2020	Var
Net Sales	206.9	178.8	15.7%	1,038.8	937.8	10.8%
U.S.	135.4	112.3	20.6%	750.4	693.1	8.3%
Mexico	71.4	66.4	7.5%	288.4	244.6	17.9%
Cost of sales	152.9	133.4	14.6%	707.4	647.9	9.2%
SG&A expenses	22.6	19.9	13.7%	90.0	78.5	14.7%
Other expenses, net	0.0	0.0	0.0%	9.5	23.6	-59.8%
Operating Income	31.4	25.5	23.1%	231.8	187.7	23.5%
Operating margin	15.2%	14.3%		22.3%	20.0%	
Net financing (expenses)	(14.2)	(5.4)	162.9%	(27.8)	(28.5)	-2.4%
Earnings in associates	0.7	0.5	37.3%	3.1	1.7	79.4%
Income taxes (benefit)	4.7	5.2	-9.8%	57.3	31.2	83.8%
Consolidated net income	13.1	15.3	-14.3%	149.7	129.7	15.4%
EBITDA	54.5	49.5	10.2%	337.9	308.3	9.6%
EBITDA margin	26.4%	27.7%		32.5%	32.9%	

# FREE CASH FLOW (MILLION DOLLARS)



	04-00	04-04		2024	2022	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \
	Q1-22	Q1-21	Var	2021	2020	Var
Operating income before other expenses	31.4	25.5	23.1%	241.3	211.3	14.2%
Depreciation and amortization	23.1	24.0	-3.5%	96.6	96.9	-0.4%
EBITDA	54.5	49.5	10.2%	337.9	308.3	9.6%
Interest income (expense)	(6.8)	(1.1)	500.2%	(16.1)	(21.2)	-24.4%
Decrease (increase) in working capital	(9.0)	(7.9)	14.6%	8.4	26.6	-68.3%
Taxes	(0.3)	(1.3)	-78.8%	(11.8)	(15.3)	-22.9%
Prepaid expenses	2.2	2.7	-18.0%	(0.3)	(O.1)	242.8%
Accruals and other accounts	(25.9)	(14.6)	77.2%	(7.8)	(1.8)	344.5%
Operating Leases (IFRS 16 effect)	(3.9)	(4.5)	-12.9%	(17.9)	(19.0)	-6.0%
Operating cash flow	10.9	22.8	-52.3%	292.5	277.4	5.4%
Maintenance CapEx*	(11.8)	(5.1)	131.9%	(48.7)	(31.2)	56.3%
Free cash flow	(1.0)	17.7	n.m.	243.7	246.3	-1.0%
Strategic & Growth CapEx	(6.5)	(1.5)	328.5%	(2.8)	(1.2)	128.1%
Share repurchase (net)	0.0	(0.0)	-100.0%	(O.1)	(5.2)	-97.5%
Sale of assets	0.0	0.0	0.0%	0.0	2.6	-100.0%
Revolving credit line (net)	0.0	0.0	0.0%	0.0	50.0	-100.0%
Debt amortizations net	(40.0)	(10.0)	300.0%	(92.0)	(75.4)	22.0%
Dividends paid	0.0	(7.8)	-100.0%	(24.5)	(7.0)	249.9%
FX effect	4.8	(3.6)	n.m.	(3.5)	1.7	n.m.
Initial cash balance	683.0	562.2	21.5%	562.1	350.5	60.4%
Final Cash balance	640.3	556.9	15.0%	683.0	562.1	21.5%
FCF conversion rate	0.0%	35.7%		<b>72.1</b> %	79.9%	

- Higher maintenance CapEx
- Interest expenses
- Working capital requirements
- Higher EBITDA generation
- Lower cash taxes

#### Decreased Free Cash Flow in 2021 reflects:

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

Decreased Free Cash Flow in Q1-22 reflects:

<sup>\*</sup> Excludes growth and strategic capital expenditures

<sup>\*\*</sup> Free cash flow conversion rate = free cash flow after maintenance CapEx / EBITDA

# **BALANCE SHEET (MILLION DOLLARS)**



	Mar-22	Mar-21	Var
	IVIGI-ZZ	IVIGI-Z I	Vai
Total Assets	2,203.3	2,116.6	4.1%
Current Assets	928.3	824.5	12.6%
Cash	640.3	556.9	15.0%
Other current assets	288.0	267.6	7.6%
Non-current assets	1,275.0	1,292.1	-1.3%
Plant, property, & equipment	940.3	943.5	-0.3%
Goodwill and intangibles	274.1	279.4	-1.9%
Other non-current assets	60.5	69.2	-12.6%
Total Liabilities	873.6	940.9	<b>-7.2</b> %
Current Liabilities	193.8	291.8	-33.6%
Short-term debt	0.0	118.0	0.0%
Other current liabilities	193.8	173.8	11.5%
Long-term liabilities	679.8	649.1	4.7%
Long-term debt	496.6	501.6	-1.0%
Other long-term liabilities	78.6	80.5	-2.4%
Deferred taxes	104.7	67.0	56.3%
Total equity	1,329.7	1,175.7	13.1%

- Net leverage (net debt/EBITDA) ratio totaled
   -0.43x as of March 2022
- Cash and equivalents totaled US\$640 million
- Based on the last twelve months of sales, as of the first half of the year, we reduced days in net working capital from 49 to 41 - a total reduction of 8 days.
- The share buyback program will be reactivated



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