



# Q2 2025 EARNINGS CONFERENCE CALL

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other results to be materially different from the results expressed or implied by said 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 its business, GCC relies on EBITDA as a means of assessing operating performance. We believe that EBITDA enhances the understanding of financial performance and ability to satisfy principal and interest obligations with respect to indebtedness as well as to fund capital expenditures and working capital requirements. We also believe EBITDA is a useful basis of comparing 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 Central Bank of Mexico.

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:

Q2 25: 19.53      -      Q2 24: 17.23

H1 25: 19.98      -      H1 24: 17.11

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

## HIGHLIGHTS

- Persistent inflationary pressure
- Evolving trade dynamics
- Depreciation of the Mexican peso
- GCC continued to execute with discipline

↑ 1%

Consolidated sales

↑ 7.7%

U.S. sales

Relying on operational agility,  
discipline execution, and long-  
term strategic focus

## Q2 2024

Set a high benchmark  
with record margins

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Included several one-off  
benefits and timing  
effects

US\$4 million  
adjustment in  
natural gas costs

Higher proportion of  
lower-margin real  
estate sales for  
development

Unscheduled outages  
at the Odessa and  
Rapid City plants

↓ **1.5%**  
EBITDA like-to-like

## Company-wide cost and expense optimization program

- Adjust the cost structure
- Improve internal efficiency
- Protect margins
- Targeted actions across operations, logistics, and support functions

Committed to a  
**US\$12 million**  
expense reduction

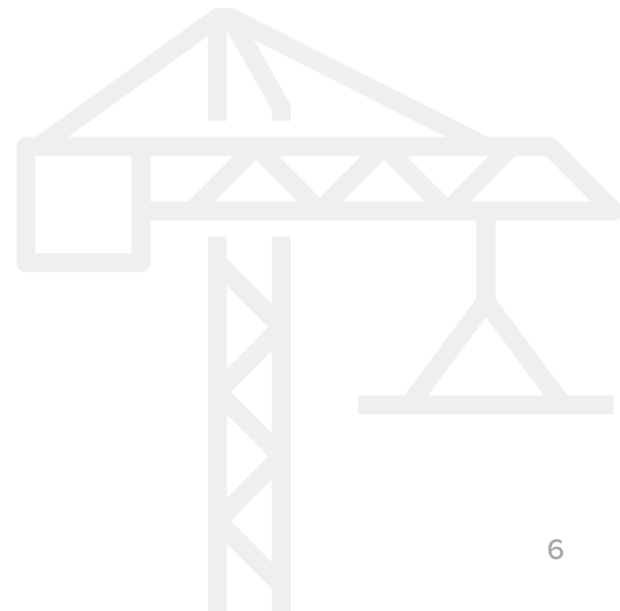
**US\$5 million**  
already realized

**US\$7 million**  
on track for H2

# PEOPLE

## GCC Training Institute

- 13 technical courses completed YTD
- 19 additional sessions currently underway
- Several courses led by former employees
- Transfer valuable operational knowledge to the next generation



# PEOPLE



## Commitment to a World-class Safety Culture

- 37% reduction in recordable incidents in H1
- Partnered with Wolters Kluwer – Enablon software platform
  - Specialized in H&S, sustainability and environmental management
  - Standardize processes, analyze information, and enhance decision-making

Ranked

**#26**

in the Great Place  
to Work survey in  
Mexico

# PLANET

Increased clean  
fuel usage

Greater alternative  
fuel substitution

Higher natural gas  
consumption

Increased share of  
blended cements

78%

Blended cements  
of total cement sales

↑ 3.5ppt

↓ 1ppt

Clinker factor

↓ 3.7%

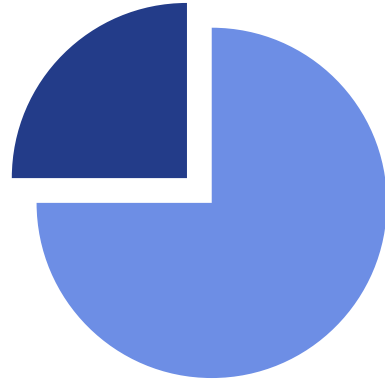
Scope 1 CO2  
gross emissions

Advancing research  
into the use of  
calcined clays

2024  
INTEGRATED  
REPORT

Highlights the  
broader ESG  
priorities and  
strategy

# U.S. OVERVIEW



75%  
of sales

	Q2 25 vs. Q2 24		H1 25 vs. H1 24	
	Volumes	Prices	Volumes	Prices
Cement	4.2%	0.6%	0.7%	1.6%
Concrete	20.7%	9.5%	15.4%	10.6%

- Growth driven by renewable energy projects
- Ready-mix operations ran at capacity
  - Currently supplying 5 windfarm projects
  - More scheduled later this year
- Infrastructure demand remains solid
  - Began Phase 2 of the I-10 project in El Paso
  - Continued work at Denver International Airport
  - Multiple paving contracts

## Residential segment under pressure

- Elevated housing inventory nationwide
- Home affordability continues to decline
- 30-year mortgage rate well above 5.5%
- Housing starts fell in May to their lowest level in 5 years

## Oil and gas softened demand

- Declining rig counts and pressure on oil prices
- Unplanned outage at the Odessa plant led some customers to source from competitors
- Regained customers during Q2
- Smaller portion of overall sales mix

## U.S. OVERVIEW

Temporary disruption at the Rapid City cement plant

- The plant was offline for half of the quarter
- Redirected supply from the Pueblo and Trident plants
- Ensure uninterrupted service to customers in the region
- Reduced production volumes put pressure on margins

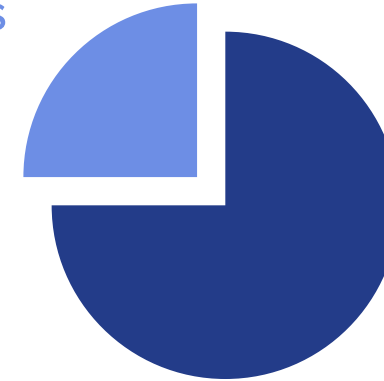


# MEXICO OVERVIEW



- Market conditions remained challenging
- Softness in industrial demand and adverse weather
- Industrial developers remain cautious
- Mining segment remains muted
- Residential demand remained strong
  - Federal housing initiative
- Infrastructure opportunities under “Plan México”
  - Participating in the Sonora-Chihuahua highway project

25%  
of sales



	Q2 25 vs. Q2 24		H1 25 vs. H1 24	
	Volumes	Prices	Volumes	Prices
Cement	-6.2%	4.2%	-9.2%	4.7%
Concrete	-13.1%	3.0%	-12.9%	3.0%

# CAPITAL ALLOCATION

## New cement distribution terminal

- Located in Trenton, Texas
- Addresses growing customer demand
- Strengthens GCC's ability to serve a dynamic market
- Operations began the first week of July
  - Cement initially supplied from the Samalayuca plant

## Odessa cement plant expansion

- Fully on track, on time, and on budget
  - US\$458 million deployed of the total investment
  - US\$174 million remaining for the balance of the year

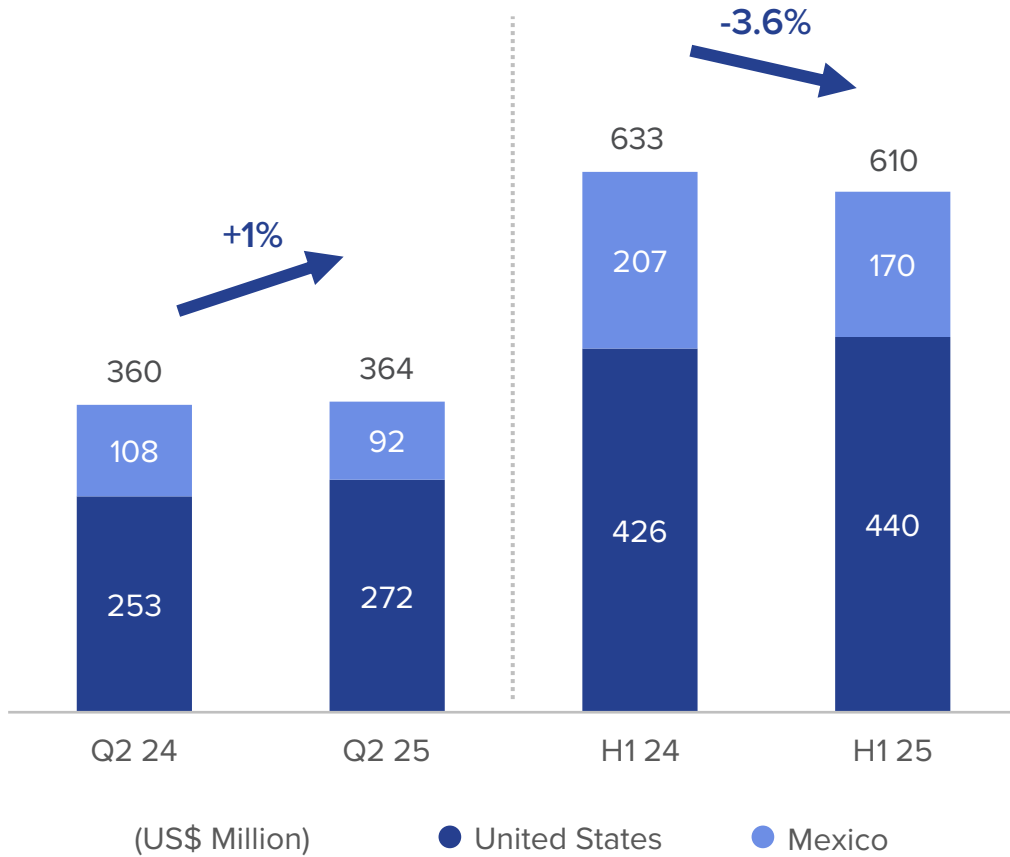


# FINANCIAL RESULTS

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MAIK STRECKER, CFO

# CONSOLIDATED NET SALES



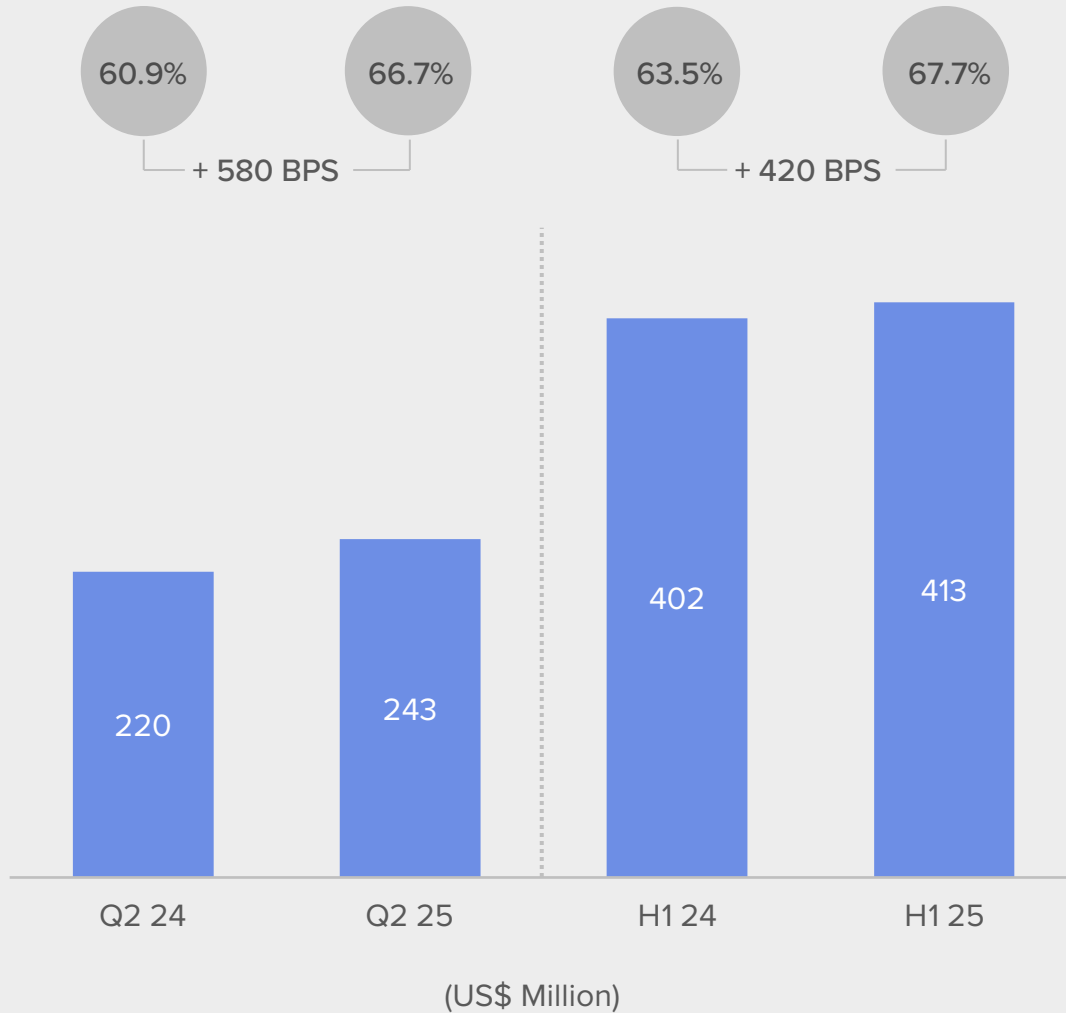
Q2: +4% excluding the FX effect

	Q2 25 vs. Q2 24		H1 25 vs. H1 24	
	Volumes	Prices*	Volumes	Prices*
<b>Cement</b>				
United States	4.2%	0.6%	0.7%	1.6%
Mexico	-6.2%	4.2%	-9.2%	4.7%
<b>Concrete</b>				
United States	20.7%	9.5%	15.4%	10.6%
Mexico	-13.1%	3.0%	-12.9%	3.0%

\* Prices in local currency

# COST OF SALES ↑

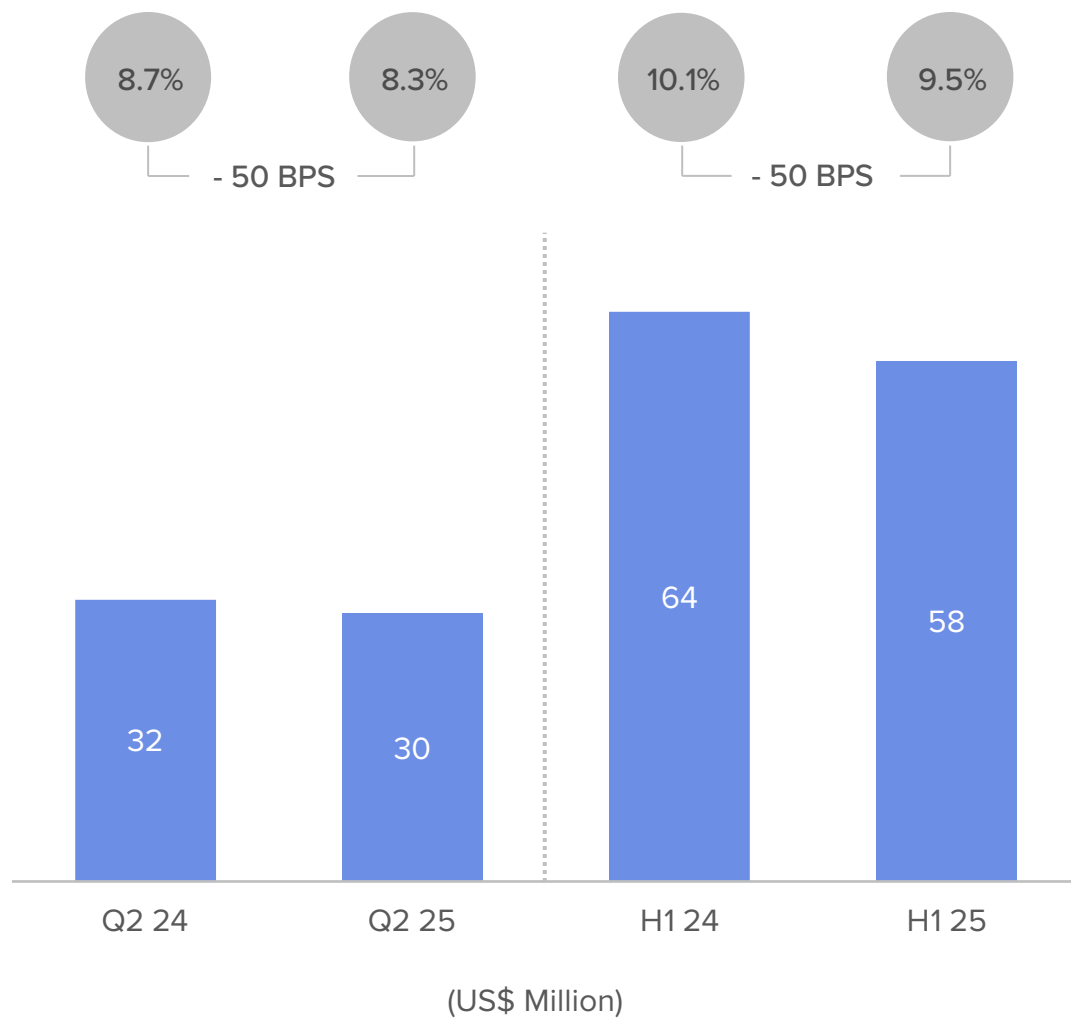
% of sales



- Lower production volumes:
  - Timing of plant maintenance
  - Rapid City incident
- Absence of the natural gas hedge benefit
- Higher transfer freight expenses
- Greater share of real estate sales
- Increased fuel prices

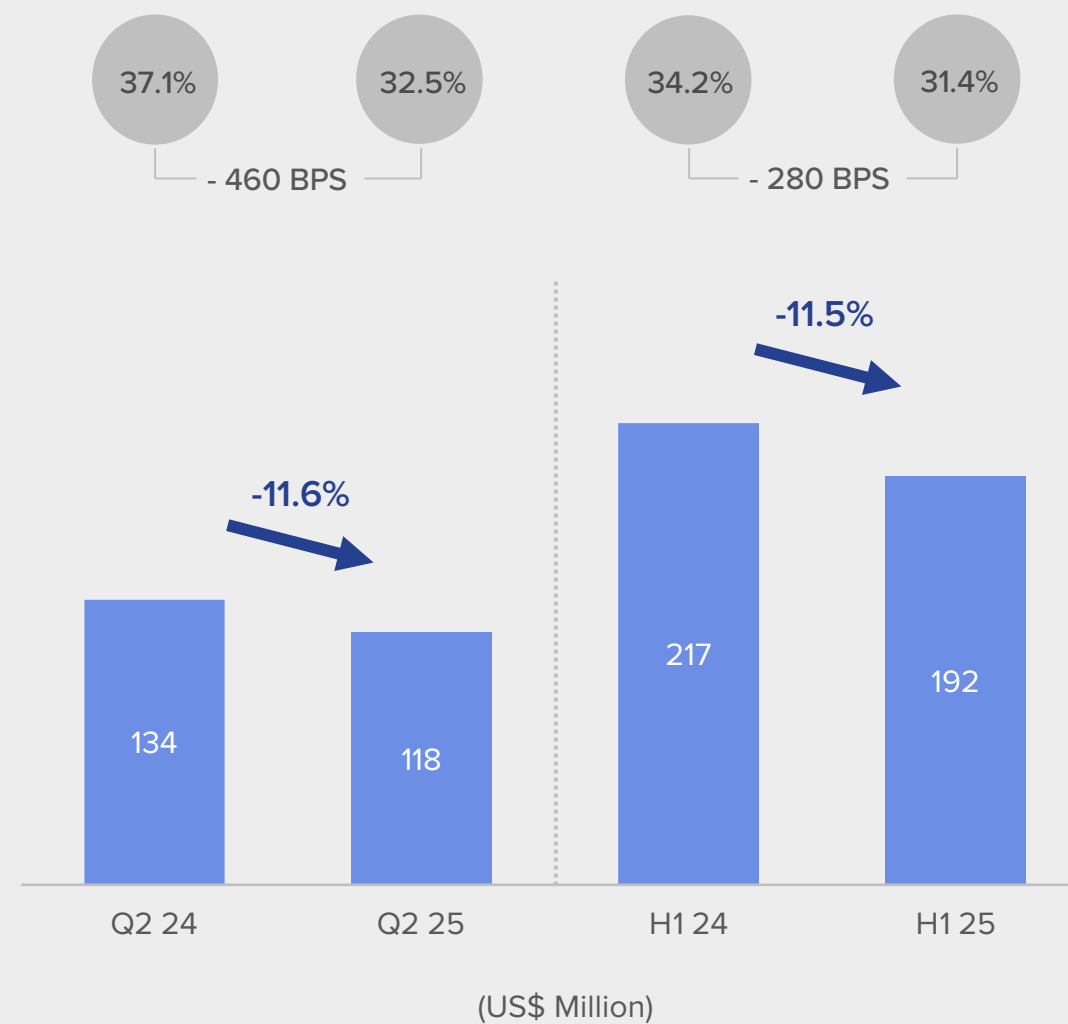
## SG&A ↓

% of sales



## EBITDA ↓

EBITDA margin



## NET FINANCIAL INCOME ↓ (44.1%)

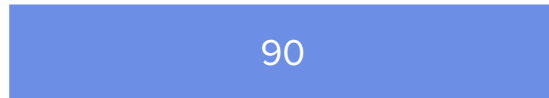
US\$8.5M  
Q2 2025

US\$15.2M  
Q2 2024

## NET INCOME ↓ (18%)

Net income as  
% of sales

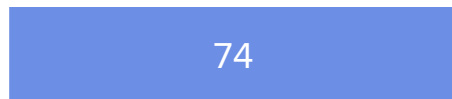
Q2 24



EPS = US\$0.2738

24.9%

Q2 25



EPS = US\$0.2242

20.2%

(US\$ Million)

- 4.7 PPT

H1 24



EPS = US\$0.4235

21.9%

H1 25



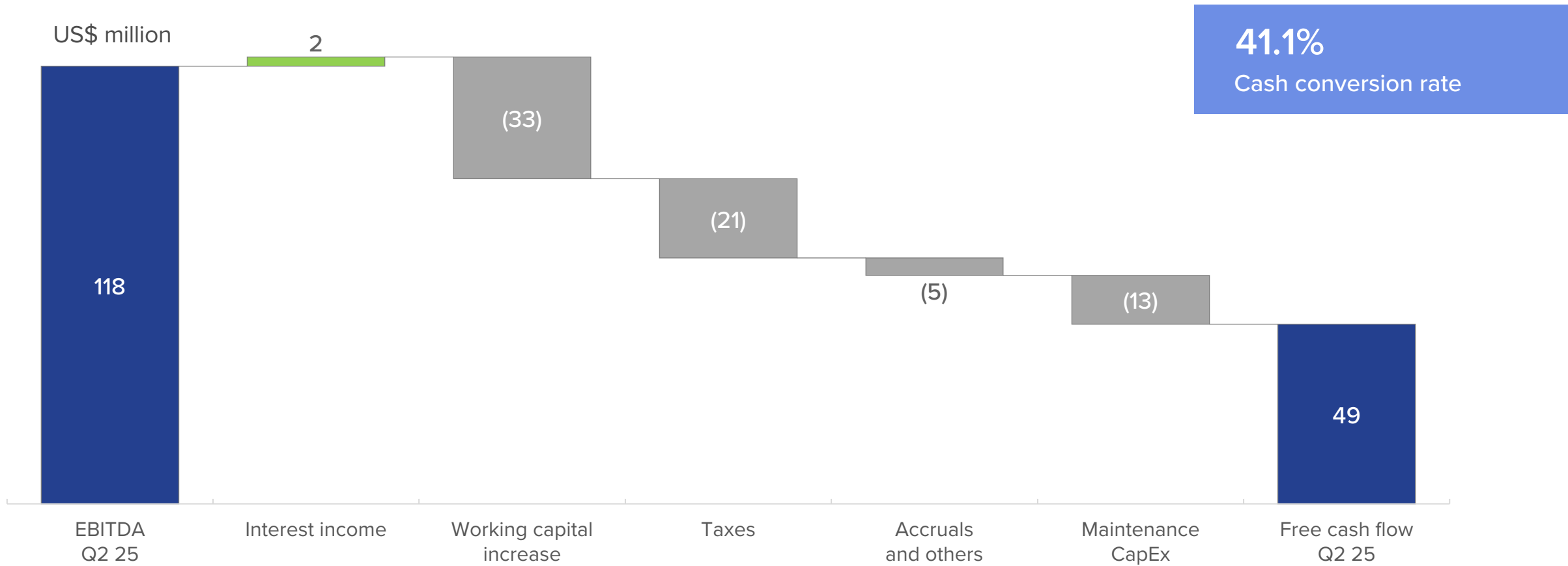
EPS = US\$0.3480

18.7%

(US\$ Million)

- 3.2 PPT

# FREE CASH FLOW



# US\$30M

dividend payment

# US\$88M

strategic investments

# US\$827M

cash and equivalents

## NET LEVERAGE RATIO



Remain confident in GCC's ability to manage pressures and build long-term value

Laser-focused on operational efficiencies, cost optimization and disciplined capital deployment



# 2025 GUIDANCE

United States		
Volumes	Cement	Flat
	Concrete	Mid-teens digits increase
Prices	Cement	Flat
	Concrete	Mid-single digit increase
Mexico		
Volumes	Cement	Mid-single digit decrease
	Concrete	
Prices	Cement	Mid-single digit increase
	Concrete	Low-single digit increase

Consolidated	
EBITDA growth	Mid-single digit decrease
FCF Conversion Rate	> 60%
Total CapEx	US\$400M
Strategic & growth	US\$330M
Maintenance	US\$70M
Net Debt/EBITDA year-end	Negative



[WWW.GCC.COM](http://WWW.GCC.COM)

# QUESTIONS

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## APPENDIX

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# INCOME STATEMENT



US\$ million	Q2 25	Q2 24	Var	H1 25	H1 24	Var
<b>Net sales</b>	<b>363.9</b>	<b>360.3</b>	<b>1.0%</b>	<b>610.4</b>	<b>633.2</b>	<b>-3.6%</b>
Cost of sales	242.9	219.5	10.6%	413.3	401.8	2.9%
SG&A	30.0	31.5	-4.7%	58.2	63.7	-8.6%
Other expenses, net	1.9	2.3	-20.4%	3.4	4.0	-15.8%
<b>Operating income</b>	<b>89.2</b>	<b>107.0</b>	<b>-16.6%</b>	<b>135.6</b>	<b>163.7</b>	<b>-17.2%</b>
<i>Operating margin</i>	24.5%	29.7%		22.2%	25.9%	
Net financing expenses	8.5	15.2	-44.1%	16.0	25.4	-37.3%
Earnings in associates	0.6	0.0	n.m.	1.5	0.0	n.m.
Income taxes	24.7	32.6	-24.1%	39.0	50.6	-23.0%
<b>Consolidated net income</b>	<b>73.5</b>	<b>89.6</b>	<b>-18.0%</b>	<b>114.1</b>	<b>138.5</b>	<b>-17.7%</b>
<b>EBITDA</b>	<b>118.4</b>	<b>133.9</b>	<b>-11.6%</b>	<b>191.9</b>	<b>216.8</b>	<b>-11.5%</b>
<i>EBITDA margin</i>	32.5%	37.1%		31.4%	34.2%	

# BALANCE SHEET



	June 2025	June 2024	Variation
<b>Total assets</b>	<b>3,260.7</b>	<b>2,851.6</b>	<b>14.3%</b>
<b>Current assets</b>	<b>1,217.2</b>	<b>1,252.9</b>	<b>-2.8%</b>
Cash and equivalents	826.9	879.4	-6.0%
Other current assets	390.3	373.5	4.5%
<b>Non-current assets</b>	<b>2,043.5</b>	<b>1,598.7</b>	<b>27.8%</b>
Plant, property and equipment	1,633.4	1,216.3	34.3%
Goodwill and intangibles	275.8	267.0	3.3%
Other non-current assets	134.3	115.4	16.4%
<b>Total liabilities</b>	<b>1,189.0</b>	<b>1,054.9</b>	<b>12.7%</b>
<b>Short-term liabilities</b>	<b>304.3</b>	<b>296.7</b>	<b>2.6%</b>
<b>Long-term liabilities</b>	<b>884.7</b>	<b>758.3</b>	<b>16.7%</b>
Long-term debt	596.3	497.1	20.0%
Other long-term liabilities	74.6	69.4	7.5%
Deferred taxes	213.7	191.7	11.5%
<b>Total equity</b>	<b>2,071.7</b>	<b>1,796.7</b>	<b>15.3%</b>

# FREE CASH FLOW



US\$ million	Q2 25	Q2 24	Var	H1 25	H1 24	Var
<b>EBITDA</b>	<b>118.4</b>	<b>133.9</b>	<b>-11.6%</b>	<b>191.9</b>	<b>216.8</b>	<b>-11.5%</b>
Interest income (Expense)	2.4	7.1	-65.7%	14.9	24.3	-38.7%
Decrease (Increase) in Working Capital	(32.9)	(61.5)	-46.5%	(50.2)	(75.9)	-33.8%
Taxes	(21.4)	(26.4)	-19.0%	(33.0)	(31.6)	4.2%
Prepaid expenses	3.2	3.0	7.6%	3.9	5.6	-30.1%
Accruals and other accounts	(4.6)	1.6	n.m.	(33.0)	(24.8)	33.3%
Operating Leases (IFRS 16 effect)	(3.4)	(3.1)	9.8%	(6.6)	(6.4)	3.8%
<b>Operating Cash Flow</b>	<b>61.7</b>	<b>54.5</b>	<b>13.2%</b>	<b>87.9</b>	<b>108.1</b>	<b>-18.7%</b>
Maintenance CapEx	(13.1)	(25.5)	-48.7%	(27.1)	(37.4)	-27.6%
<b>Free Cash Flow</b>	<b>48.6</b>	<b>29.0</b>	<b>67.7%</b>	<b>60.8</b>	<b>70.7</b>	<b>-14.0%</b>
FCF conversion rate	41.1%	21.7%	-6.0%	31.7%	32.6%	