

# GCC AT A GLANCE

## INVESTOR FACT SHEET



### COMPANY PROFILE

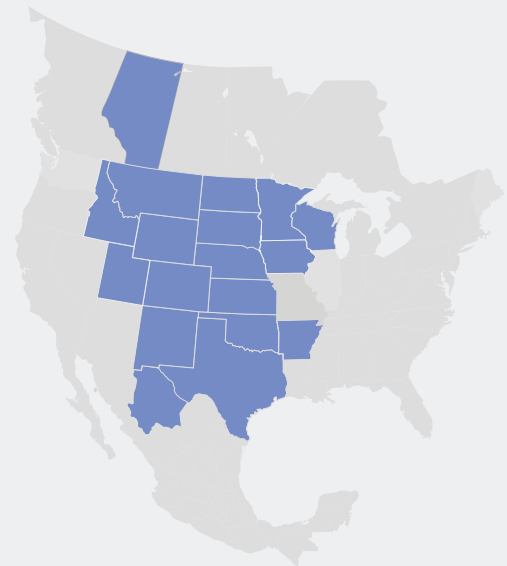
Founded in 1941, GCC is a leading supplier and producer of cement, concrete, aggregates and construction-related services in the United States, Mexico and Canada, with an annual cement production capacity of 5.8 million metric tons. Listed on Mexican Stock Exchange: GCC\*

### INVESTMENT HIGHLIGHTS

- 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
- Vertically integrated, with state-of-the-art production facilities and logistics
- Healthy balance sheet and strong free cash flow drive value creation
- Increased share free float and liquidity

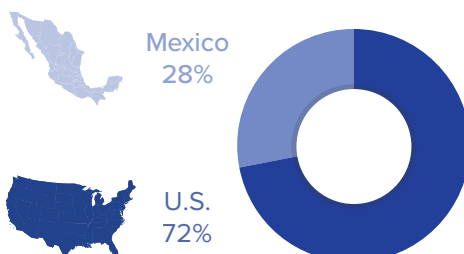
- 5.8 MMT<sup>1</sup> cement production capacity
  - 3.5 MMT in U.S. + 2.3 MMT in Mexico
- #1 or #2 share in core markets
  - Landlocked states, insulated from seaborne competition
- 8 cement plants, 23 terminals, 2 distribution centers and 99 ready-mix plants
- 78 years of operation – 25 in the U.S.
- Included in:
  - MSCI Indexes
  - S&P/BMV IPC Index
  - FTSE Indexes

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

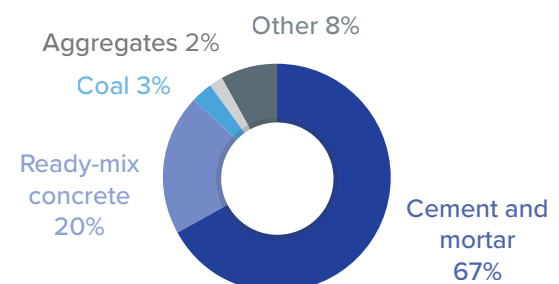


### NET SALES FY 2018

US\$ 883.2M



### SALES MIX FY 2018



<sup>1</sup>MMT = million metric

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### GCC STOCK

Ticker symbol	GCC*
Stock exchange listing	Mexico
# of shares	337,400,000
Free float	48%
52 week high/low ('18)	MX\$135 / MX\$89
Market cap (Dec'18)	US\$ 1.7B

### OUTLOOK 2019

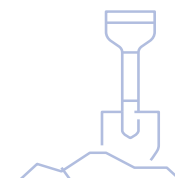
	U.S.	MEXICO
<b>VOLUMES</b>		
Cement like-to-like	1% - 3%	-
Cement	3% - 5%	1% - 3%
Concrete	flat	1% - 3%
<b>PRICES</b>		
Cement	2% - 3%	3% - 5%
Concrete	2% - 4%	3% - 5%

#### CONSOLIDATED

EBITDA growth	8% - 10%
EBITDA growth w/o IFRS-16	0% - 2%
FCF Conversion rate	> 40%
Working capital investment	slight decrease
Total CAPEX	US\$ 65M
Net debt / EBITDA	~1.1x

### STAKEHOLDER VALUE CREATION

- Strengthen profitability
- Broaden product offering through innovative solutions
- Offer customers exceptional technical and logistics services
- Foster sustainable development
- Develop human capital



### KEY FIGURES (Million dollars)

	FY2018	FY2017	2018 vs. 2017
Net Sales	883.2	824.1	7.2%
Operating Income, before Other Expenses, net	169.8	160.8	5.6%
EBITDA	256.4	239.8	6.9%
EBITDA margin	29.0%	29.1%	
Free Cash Flow	107.6	111.6	-3.5%
Net Income	65.0	83.7	-22.3%
Earnings per Share (US\$)	0.1956	0.2517	

*For further information about financial performance and calculations refer to the quarterly reports.*

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