

Total sales growth of 9% and 19% in EBITDA. Improvement in operating margins. Financial strength with reduction in debt of 17% in 2012.

Figures in millions of nominal Mexican Pesos. Figures may vary due to rounding.
 Figures calculated under IFRS.

Income Statement	4 Q	4 Q	
	2011	2012	Var %
Net Sales	2,460	2,436	-1%
Cost of Sales	1,479	1,447	-2%
Gross Profit	981	989	1%
Gross Margin	40%	41%	
Operating Expenses	538	567	6%
Operating Income	444	422	-5%
Operating Margin	18%	17%	
EBITDA	562	533	-5%
EBITDA Margin	23%	22%	
Comprehensive Financial Cost	132	130	-1%
Net Income	217	49	-78%
Net Margin	9%	2%	

	2011	2012	Var %
	8,763	9,565	9%
	5,454	5,683	4%
	3,309	3,882	17%
	38%	41%	
	1,972	2,242	14%
	1,337	1,640	23%
	15%	17%	
	1,738	2,063	19%
	20%	22%	
	970	213	-78%
	226	872	286%
	3%	9%	

	4 Q	4 Q	
	2011	2012	Var %
Export Sales	456	432	-5%

	2011	2012	Var %
	1,719	1,975	15%

	2011	2012	Var %
Debt	7,077	5,839	-17%
Debt / EBITDA	4.1	2.8	
Capex	87	241	

Quarterly operating results 2011-2012

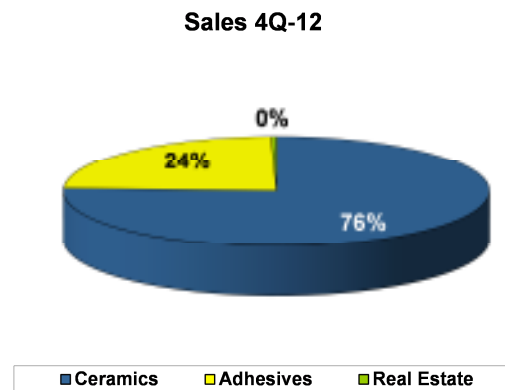
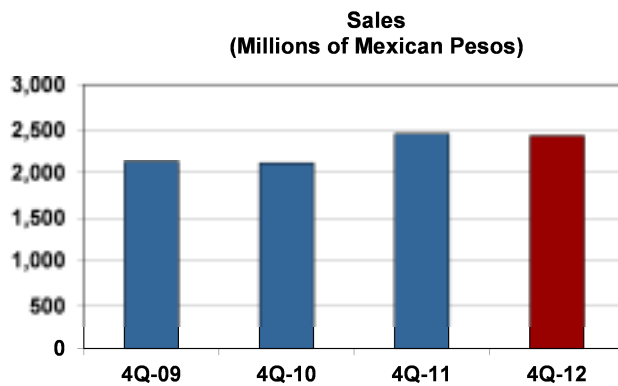
	1Q-11	2Q-11	3Q-11	4Q-11	1Q-12	2Q-12	3Q-12	4Q-12
Net Sales	2,092	2,086	2,124	2,460	2,349	2,354	2,426	2,436
Operating Income	265	275	353	444	371	402	446	422
% / Net Sales	13%	13%	17%	18%	16%	17%	18%	17%
Ebitda	363	374	440	562	453	516	560	533
% / Net Sales	17%	18%	21%	23%	19%	22%	23%	22%

San Pedro Garza García, Nuevo Leon, Mexico, February 27th, 2013. Grupo Lamosa, announces its results related to the fourth quarter of 2012.

Figures in millions of Mexican Pesos. Figures may vary due to rounding.

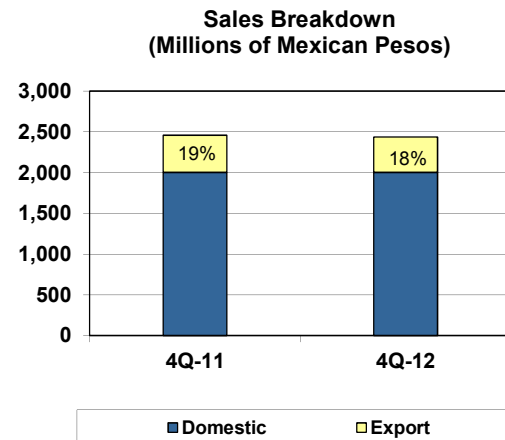
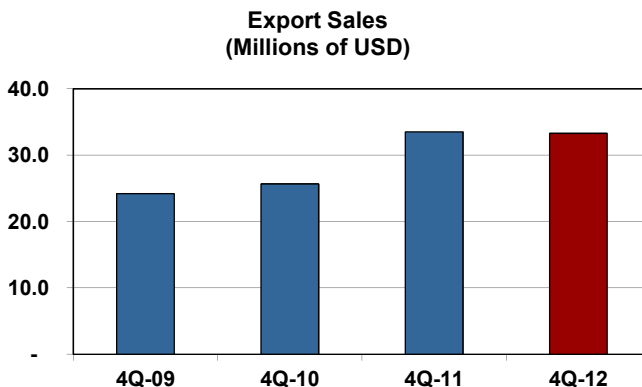
SALES

Grupo Lamosa's total sales at the end of 2012 stood at \$9,565 million of Mexican Pesos, showing an increase of 9% compared to sales of \$8,763 million of Mexican Pesos recorded in 2011. This increase was due to a favorable performance of the construction sector in Mexico during most of the year, as well as by a higher level of export sales.



EXPORT SALES

The greater dynamism of the export markets, particularly the gradual recovery shown by the housing market in the United States, had a favorable impact on Company's sales. The export sales were \$1,975 million of Mexican Pesos, representing 21% of total sales during 2012 and a 15% increase compared to the export sales of \$1,719 million of Mexican Pesos recorded in 2011.



PERFORMANCE PER BUSINESS SEGMENT

The industrial divisions of Grupo Lamosa represented at the end of 2012 over 99% of the Company's consolidated sales, and showed increase in their income when compared with the previous year.

	Ceramics YTD			Adhesives YTD			Real Estate YTD			Total YTD		
	2011	2012	Var	2011	2012	Var	2011	2012	Var	2011	2012	Var
Total Sales	6,519	7,217		2,151	2,345		96	8		9,533	10,509	
Intersegment Sales	0	0		-3	-5		0	0		-770	-944	
Net Sales	6,519	7,217	11%	2,147	2,340	9%	96	8	-92%	8,763	9,565	9%
EBIT	742	1,090	47%	552	566	3%	48	0	-100%	1,337	1,640	23%
Dep. y Amort.	329	361	10%	51	43	-16%	0	0		401	422	5%
EBITDA	1,071	1,451	35%	603	608	1%	48	0	-99%	1,738	2,063	19%
%	16%	20%		28%	26%		50%	4%		20%	22%	

	Ceramics			Adhesives			Real Estate			Total		
	4Q-11	4Q-12	Var	4Q-11	4Q-12	Var	4Q-11	4Q-12	Var	4Q-11	4Q-12	Var
Total Sales	1,837	1,856		560	581		65	1		2,633	2,701	
Intersegment Sales	0	0		-1	-2		0	0		-173	-265	
Net Sales	1,837	1,856	1%	559	579	4%	65	1	-98%	2,460	2,436	-1%
EBIT	264	270	2%	137	144	5%	39	3	-92%	444	422	-5%
Dep. y Amort.	103	112	9%	13	7	-51%	0	0		118	112	-5%
EBITDA	367	382	4%	151	151	0%	39	3	-92%	562	533	-5%
%	20%	21%		27%	26%		61%	312%		23%	22%	

CERAMIC DIVISION

As of the end of the 2012, the ceramic division represented 75% of Lamosa's total sales. The sales of this division reached \$7,217 million of Mexican Pesos, an 11% increase when compared to the same period of 2011.

ADHESIVES DIVISION

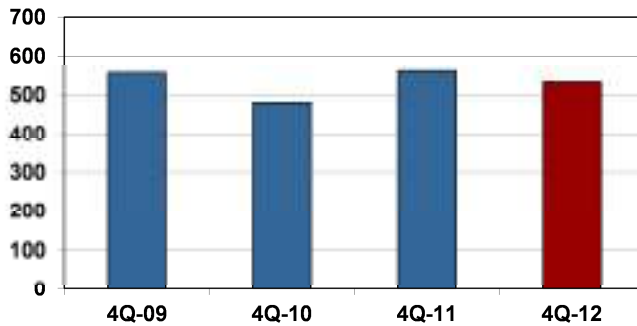
The adhesives division represented at the end of 2012 a 25% of Lamosa's total sales. The sales of this division amounted to \$2,340 million of Mexican Pesos, a 9% increase in relation to the same period of 2011.

OPERATING INCOME

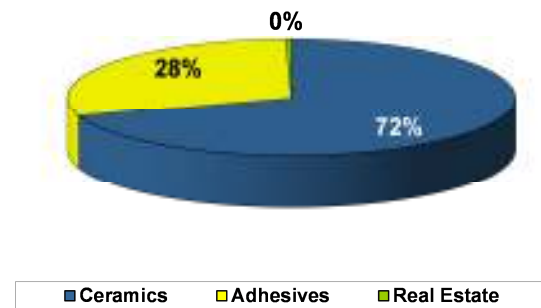
Operating income at the end of 2012 totaled \$1,640 million of Mexican Pesos, 23% higher than \$1,337 million of Mexican Pesos posted in 2011. The increase in the Company's results led to improve its operating margins, ending the year with an operating income to sales ratio of 17%, higher than the 15% achieved in 2011.

At the end of 2012, the Company's EBITDA was \$2,063 million of Mexican Pesos, 19% higher than \$1,738 million of Mexican Pesos of EBITDA recorded during 2011. The EBITDA to sales ratio was 22%, which was higher than the 20% achieved at the end of 2011.

Ebitda
(Millions of Mexican Pesos)



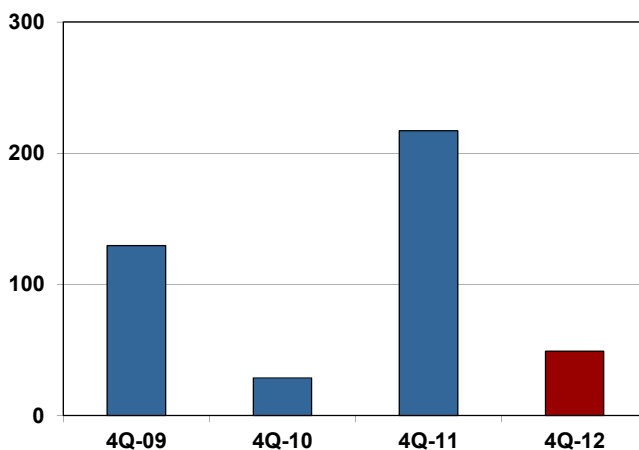
Ebitda 4Q-12



NET INCOME

The net income posted at the end of 2012 showed a positive increase of 286%, despite the higher tax burden that had the Company during the year, reaching \$872 million of Mexican Pesos, compared to net income of \$226 million of Mexican Pesos recorded in 2011. This result was mainly due to higher operating income, coupled with the appreciation showed by the Mexican Peso against the U.S. Dollar at year-end, allowing a foreign exchange gain of \$281 million of Mexican Pesos, compared to a foreign exchange loss of \$422 million of Mexican Pesos in 2011.

Net Income
(Millions of Mexican Pesos)



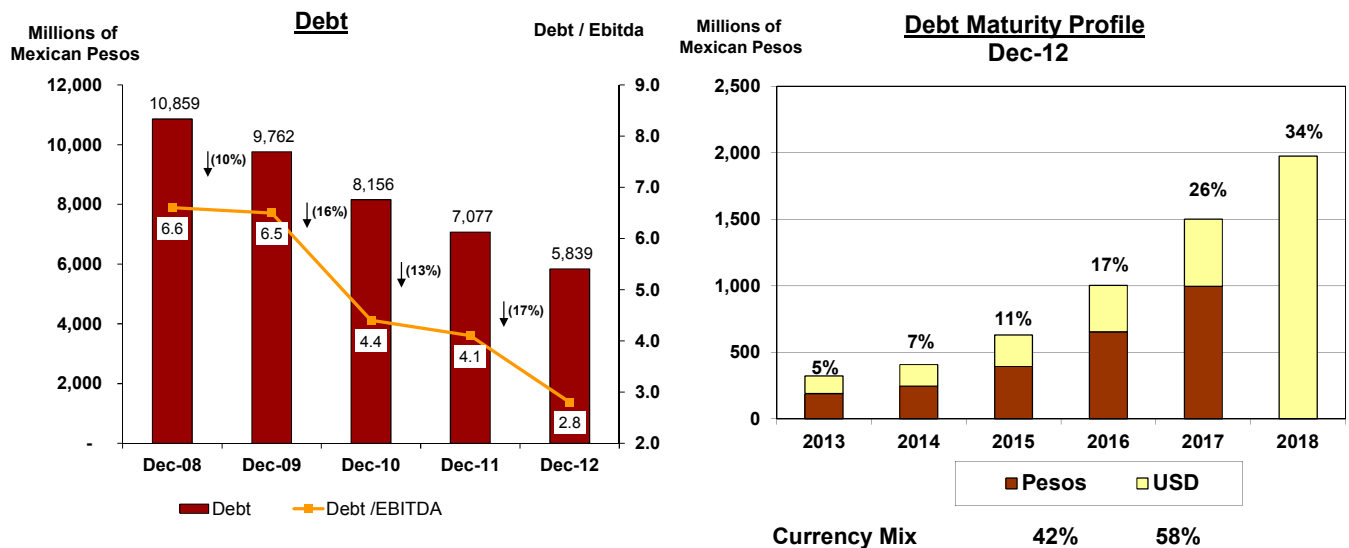
COMPREHENSIVE FINANCING COST			
	<u>2011</u>	<u>2012</u>	<u>VAR</u>
INTEREST EXPENSE, NET	526	476	-10%
EXCHANGE (GAIN) LOSS	422	-281	-167%
OTHERS	21	18	-14%
	<u>970</u>	<u>213</u>	<u>-78%</u>

FINANCIAL PERFORMANCE

During the fourth quarter of 2012, Grupo Lamosa continued to make significant efforts to reduce its debt, as well as improving its financial cost. The debt recorded at the end of 2012 was \$5,839 million of Mexican Pesos, 17% lower than the debt of \$7,077 million of Mexican Pesos posted at the end of 2011.

The improvement in Lamosa's results, and the reduction of its debt, allowed strengthening the financial structure of the company and lowering its risk. The Debt to EBITDA ratio at the end of the year stood at 2.8 times, compared to the ratio of 4.1 times recorded in 2011.

The Company's ability of cash flow generation and the actions implemented for an adequate working capital management, enabled the company to close the year with a cash balance of \$1,065 million of Mexican Pesos, exceeding the debt maturities scheduled over the next two years. Also during the year, investments totaled \$241 million of Mexican Pesos, which were mainly directed to the maintenance and upgrading of production facilities.



Housing perspectives in Mexico remain favorable. The Housing Plan released by the Federal Government includes as one of its main lines of action to reduce the backlog of housing in our country.

The positioning and leadership achieved by Grupo Lamosa in recent years, are certainly important factors that will continue to capitalize on the growth opportunities in all the markets where the Company participates.

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