

**Sales and EBITDA growth of 16% and 34%.**  
**Cash flow generation supporting investments for \$MXP 879 Million.**

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

<b>Income Statement</b>	<b>2 Q</b>	<b>2 Q</b>		<b>YTD</b>	<b>YTD</b>	
	<b>2015</b>	<b>2016</b>	<b>Var %</b>	<b>2015</b>	<b>2016</b>	<b>Var %</b>
<b>Net Sales</b>	2,464	2,977	21%	4,989	5,770	16%
<b>Cost of Sales</b>	1,484	1,696	14%	3,036	3,311	9%
<b>Gross Profit</b>	979	1,281	31%	1,953	2,458	26%
<b>Gross Margin</b>	40%	43%		39%	43%	
<b>Operating Expenses</b>	612	721	18%	1,218	1,435	18%
<b>Operating Income</b>	370	603	63%	747	1,065	43%
<b>Operating Margin</b>	15%	20%		15%	18%	
<b>EBITDA</b>	501	737	47%	993	1,334	34%
<b>EBITDA Margin</b>	20%	25%		20%	23%	
<b>Comprehensive Financing Cost</b>	123	301	144%	261	394	51%
<b>Net Income</b>	220	226	3%	300	495	65%
<b>Net Margin</b>	9%	8%		6%	9%	

	<b>2 Q</b>	<b>2 Q</b>		<b>YTD</b>	<b>YTD</b>	
	<b>2015</b>	<b>2016</b>	<b>Var %</b>	<b>2015</b>	<b>2016</b>	<b>Var %</b>
<b>Export Sales</b>	400	430	7%	815	851	4%

	<b>DEC</b>	<b>JUN</b>	
	<b>2015</b>	<b>2016</b>	<b>Var %</b>
<b>Debt</b>	4,939	5,011	1%
<b>Net Debt / EBITDA</b>	2.1	1.9	
<b>Investments</b>	163	879	

(1) Ebitda LTM.

(2) Refers to year-to-date investments as of June.

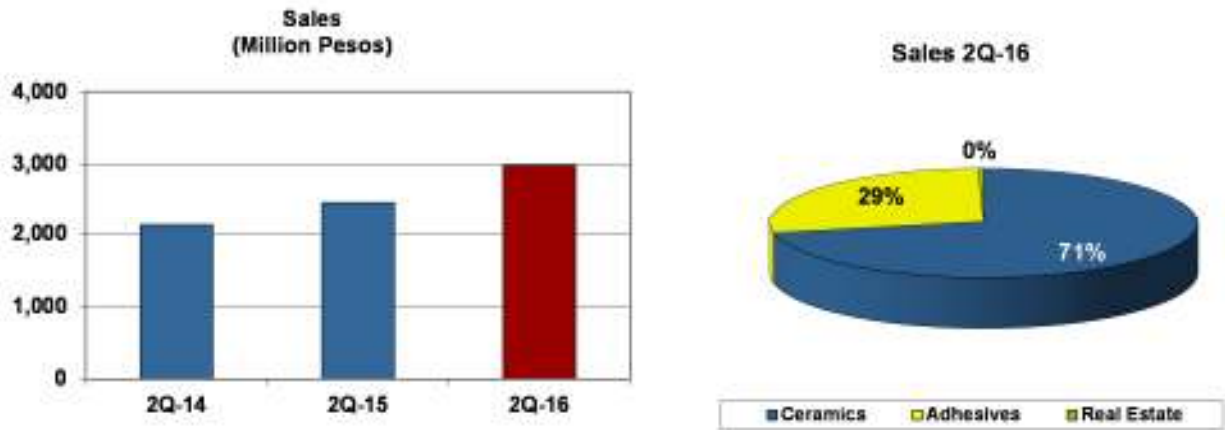
Grupo Lamosa results benefited favorably from the recovery of the construction sector in Mexico, which showed an upward trend during the second quarter, driven by an increased activity in the building segment.

San Pedro Garza García, Nuevo León, México, July 28th, 2016. Grupo Lamosa, announces its results related to the second quarter of 2016.

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

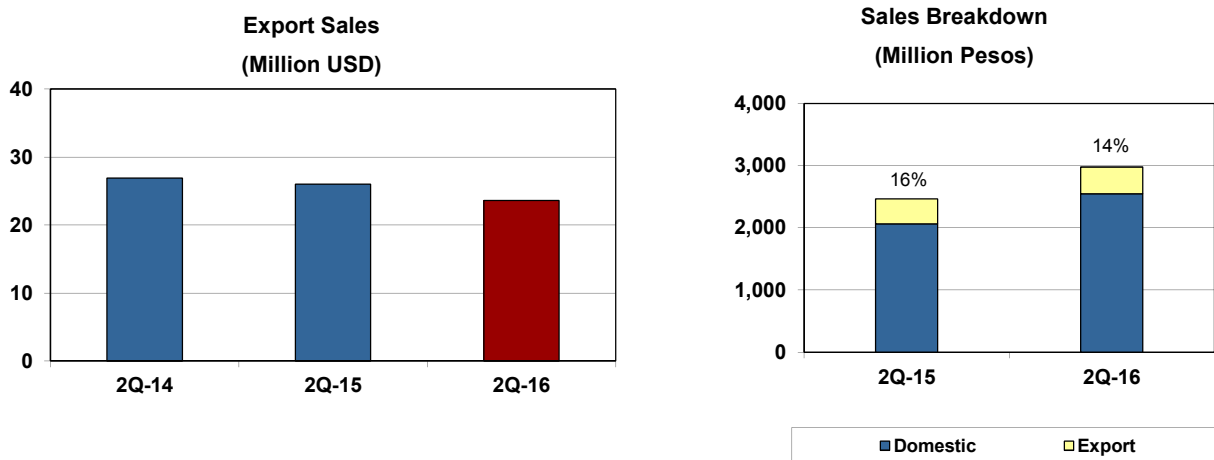
## SALES

Total sales amounted to \$5,770 million Pesos during the first six months of the year, an increase of 16% when compared to sales of \$4,989 million Pesos in the first half of 2015. The greater dynamism of the domestic market and the ability of the company to meet the needs of its customers, were factors that influenced positively on the Company's revenues.



## EXPORT SALES

Export sales recorded during the first half of 2016 were \$851 million Pesos, showing a ratio to total sales of 15% and a growth of 4% over sales of \$815 million Pesos posted during the same period last year.



Grupo Lamosa's divisions showed favorable growth in their results.

## PERFORMANCE PER BUSINESS SEGMENT

	Ceramics			Adhesives			Real Estate			Total		
	Jun-15	Jun-16	Var	Jun-15	Jun-16	Var	Jun-15	Jun-16	Var	Jun-15	Jun-16	Var
Total Sales	3,550	4,120		1,430	1,651		12	0		6,099	7,231	
Intersegment Sales	0	0		-3	-2		0	0		-1,110	-1,462	
Sales	3,550	4,120	16%	1,427	1,649	16%	12	0		4,989	5,770	16%
EBIT	448	750	67%	317	358	13%	-1	-1		747	1,065	43%
Dep. Amort. & Others	163	192	18%	20	22	8%	0	0		246	269	9%
EBITDA	611	943	54%	337	380	13%	-1	-1		993	1,334	34%
%	17%	23%		24%	23%					20%	23%	

	Ceramics			Adhesives			Real Estate			Total		
	2Q-15	2Q-16	Var	2Q-15	2Q-16	Var	2Q-15	2Q-16	Var	2Q-15	2Q-16	Var
Total Sales	1,733	2,150		720	828		12	0		2,992	3,696	
Intersegment Sales	0	0		-2	-1		0	0		-528	-718	
Sales	1,733	2,150	24%	718	827	15%	12	0		2,464	2,977	21%
EBIT	232	434	87%	153	181	18%	0	0		370	603	63%
Dep. Amort. & Others	86	98	14%	13	10	-21%	0	0		131	134	2%
EBITDA	318	532	68%	166	191	15%	0	0		501	737	47%
%	18%	25%		23%	23%					20%	25%	

## CERAMIC DIVISION

Ceramics division ended up the first half of the year with sales of \$4,120 million Pesos, figure that accounted for 71% of total sales and an increase of 16% over sales of \$3,550 million Pesos in the first half of 2015.

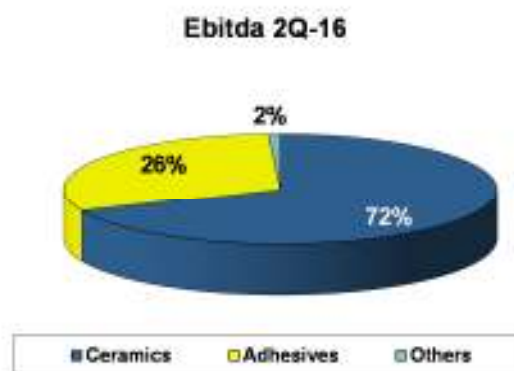
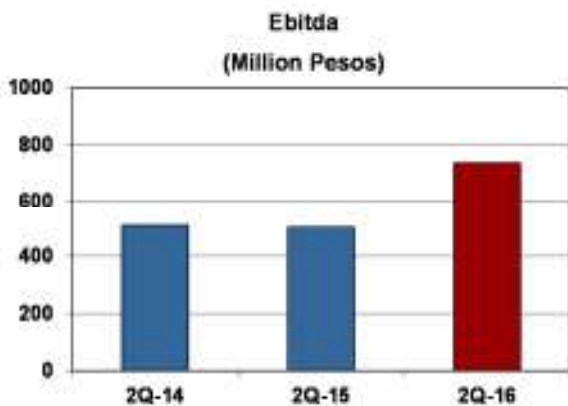
## ADHESIVES DIVISION

The adhesives division recorded sales during the first six months of the year of \$1,649 million Pesos, which meant 29% of Grupo Lamosa's total sales, and an increase of 16% when compared to sales of \$1,427 million Pesos in the same period of 2015.

## OPERATING INCOME

Higher revenues along with a strategy of cost and operating expenses optimization, allowed operating income during the first half of the year to reach the amount of \$1,065 million Pesos, an increase of 43% when compared to \$747 million Pesos operating income related to the first six months of 2015. The operating income margin to sales in the first half of the year stood at 18%, comparing positively with the margin of 15% regarding the first half of 2015.

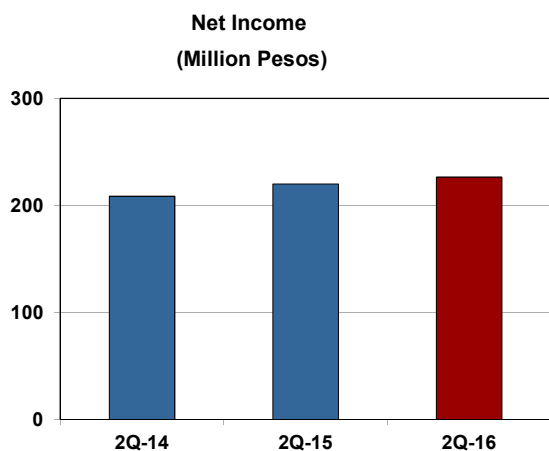
The company's Ebitda in the first half of the year stood at \$1,334 million Pesos, an increase of 34% when compared to EBITDA of \$993 million Pesos in the first half of 2015. EBITDA margin to Sales showed an improvement when passing from 20% to 23% during the afore-mentioned periods.



## NET INCOME

The 10% devaluation showed by the Peso against the dollar during the first half of the year, implying an exchange loss of \$270 million Pesos, greater than the loss of \$115 million Pesos posted in the first half of 2015. Thus, despite that net financial expenses showed a reduction of 15%, the comprehensive financing result showed an increase of 51%, from \$261 million Pesos in the first half of 2015, to \$394 million Pesos in the first half of 2016.

Net income for the first half of the year stood at \$495 million Pesos, showing a margin to total sales of 9%, and a rise of 65% when compared with a profit of \$300 million pesos recorded during the first half of 2015. The previous result was obtained despite the significant increase of the comprehensive financing result, and the greater tax burden.

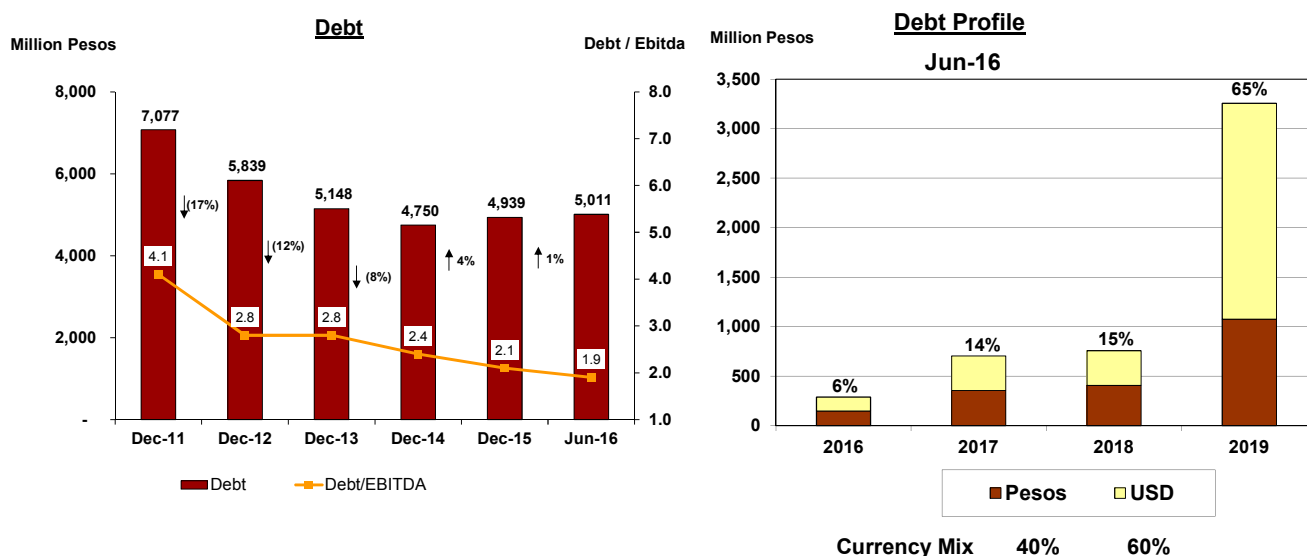


<b>Net Comprehensive Financing Cost</b>			
	<u>Jun-15</u>	<u>Jun-16</u>	<u>VAR</u>
NET FINANCIAL EXPENSE	146	124	-15%
EXCHANGE (GAIN) LOSS	115	270	135%
	<u>261</u>	<u>394</u>	<u>51%</u>

## FINANCIAL PERFORMANCE

Nevertheless, the devaluation above-mentioned, the debt of the company at the end of the first half of the year stood at \$5,011 million Pesos, slightly higher by 1% when compare to the debt of \$4,939 million recorded at the end of 2015. The appropriate managing of debt and the growth in Grupo Lamosa's results, allowed to end up the first half of the year with a lower leverage ratio. Debt to Ebitda ratio stood at 1.9 times, which compares positively to 2.1 times recorded at the end of 2015.

The cash flow generation capacity of Grupo Lamosa allowed carrying out investments of \$879 million Pesos during the first six months of the year, aimed mainly to expand production capacity, increase productivity, and meet operational needs.



During this month, Grupo Lamosa signed an agreement with the Belgian Etex Group, to acquire Cerámica San Lorenzo in South America, for approximately \$230 million USD. The transaction, which is subject to customary approvals, represents an increase of 40% in the current ceramic division's production capacity, which currently amounts to approximately 130 million square meters per year.

### Contacts:

Moisés Benavides  
 Investor Relations LAMOSA  
 Tel: (0181) 8047-4231  
 Fax: (0181) 8047-4200  
[moises.benavides@lamosa.com](mailto:moises.benavides@lamosa.com)

Ana Martínez Rojas  
 Grayling  
 Tel: (0152) 5644-1247  
 Fax: (0152) 5630-6320  
[ana@irandpr.com](mailto:ana@irandpr.com)