



# EARNINGS RELEASE

4Q22

Stock Price as of February 21, 2023:  
\$114.0

Outstanding Shares: 352.3 million

Growth in Sales and EBITDA of 30% and 10%, respectively.

Results driven by acquisitions. Improvement in the risk rating by HR Ratings.

Net debt to EBITDA ratio 1.1x.

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

Income Statement	4 Q			YTD		
	2021	2022	Var %	2021	2022	Var %
Net Sales	8,008	8,534	7%	27,187	35,412	30%
Cost of Sales	4,486	5,156	15%	14,666	20,423	39%
Gross Profit	3,522	3,377	-4%	12,520	14,989	20%
Gross Margin	44%	40%		46%	42%	
Operating Expenses	1,808	2,108	17%	6,084	8,293	36%
Operating Income	1,717	1,472	-14%	6,436	6,767	5%
Operating Margin	21%	17%		24%	19%	
EBITDA	1,990	1,880	-6%	7,334	8,102	10%
EBITDA Margin	25%	22%		27%	23%	
Comprehensive Financing Cost	316	36	-89%	719	639	-11%
Net Income	801	1,011	26%	3,429	4,201	23%
Net Margin	10%	12%		13%	12%	

	4 Q			YTD		
	2021	2022	Var %	2021	2022	Var %
Foreign Sales	3,497	3,345	-4%	10,363	14,868	43%

	DEC		
	2021	2022	Var %
Net Debt	7,359	9,166	25%
Net Debt / EBITDA <sup>1</sup>	1.0	1.1	
Capex <sup>2</sup>	5,601	4,008	

<sup>1</sup> EBITDA Last Twelve Months.

<sup>2</sup> Refers to year-to-date investments as of December including Roca Tiles in 2021 and Fanosa in 2022.

Grupo Lamosa ended the fourth quarter of the year with an outstanding growth in results, despite considerable uncertainty throughout the year in the various countries where it is present.

Sales closed the year 2022 at MXN 35.41 billion, a 30% increase compared to the MXN 27.19 billion reported in the previous year, fueled by the company's strategy of growth and diversification, which included acquisitions in Mexico and abroad.

Sales breakdown	Mexico			Foreign			Total		
	Dec-21	Dec-22	Var %	Dec-21	Dec-22	Var %	Dec-21	Dec-22	Var %
Sales	16,824	20,544	22%	10,363	14,868	43%	27,187	35,412	30%
EBIT	4,063	4,167	3%	2,373	2,600	10%	6,436	6,767	5%
Dep. & Amort. y Otros	567	814	44%	331	520	57%	898	1,335	49%
EBITDA	4,629	4,981	8%	2,704	3,121	15%	7,334	8,102	10%
%	28%	24%		26%	21%		27%	23%	

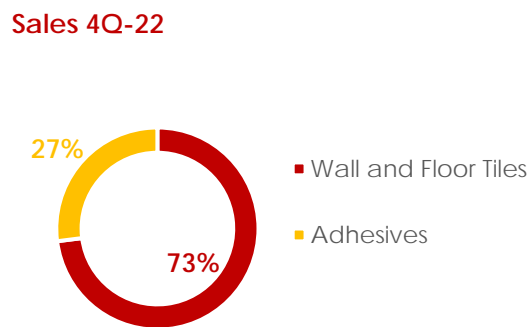
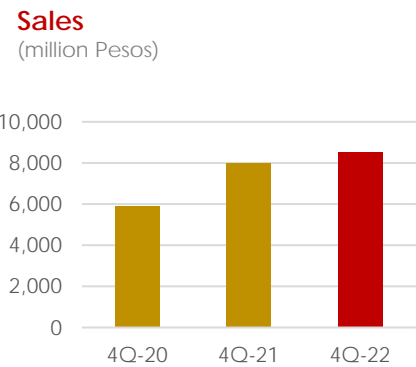
Sales breakdown	Mexico			Foreign			Total		
	4Q-21	4Q-22	Var %	4Q-21	4Q-22	Var %	4Q-21	4Q-22	Var %
Sales	4,511	5,188	15%	3,497	3,345	-4%	8,008	8,534	7%
EBIT	973	976	0%	743	496	-33%	1,717	1,472	-14%
Dep. & Amort. y Otros	199	292	47%	75	115	55%	274	408	49%
EBITDA	1,172	1,268	8%	818	611	-25%	1,990	1,880	-6%
%	26%	24%		23%	18%		25%	22%	

**San Pedro Garza García, Nuevo Leon, Mexico, February 21, 2023.** Grupo Lamosa announces its results related to the fourth quarter of 2022.

*Figures in millions of Mexican Pesos. Figures may vary due to rounding. Figures calculated under International Financial Reporting Standards.*

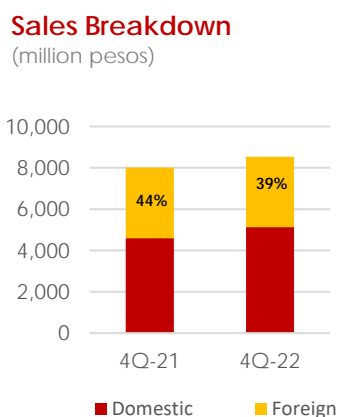
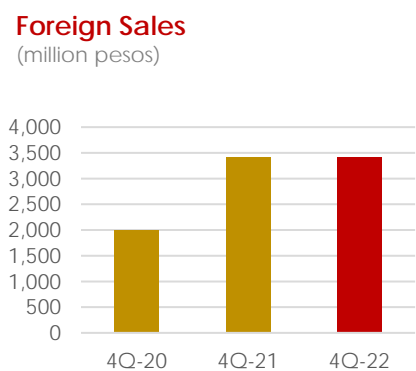
**SALES**

Sales within Mexico totaled MXN 20.54 billion, 22% higher than the 2021 figure of MXN16.82 billion. Domestic revenues were buttressed by the incorporation of Fanosa, a Mexican company that manufactures expandable polystyrene (EPS), acquired in the first quarter of 2022.



**FOREIGN SALES**

In the third quarter of the previous year, Lamosa had purchased Grupo Roca’s floor and wall tile business, operating in Spain, Brazil and the United States, and its results were incorporated for the full twelve months of 2022. This supported a 43% annual growth in offshore sales, to MXN 14.86 billion, accounting for 42% of total sales.



## PERFORMANCE PER BUSINESS SEGMENT

At the end of the year, Grupo Lamosa's businesses showed outstanding growth in their results.

	Wall and Floor Tiles			Adhesives			Total		
	Dec-21	Dec-22	Var %	Dec-21	Dec-22	Var %	Dec-21	Dec-22	Var %
Sales	21,610	26,383	22%	5,577	8,981	61%	27,187	35,412	30%
EBIT	5,230	5,228	0%	1,335	1,597	20%	6,436	6,767	5%
Dep. & Amort. y Otros	751	1,026	37%	67	220	228%	898	1,335	49%
EBITDA	5,982	6,254	5%	1,401	1,816	30%	7,334	8,102	10%
%	28%	24%		25%	20%		27%	23%	

	Wall and Floor Tiles			Adhesives			Total		
	4Q-21	4Q-22	Var %	4Q-21	4Q-22	Var %	4Q-21	4Q-22	Var %
Sales	6,517	6,255	-4%	1,491	2,278	53%	8,008	8,534	7%
EBIT	1,404	1,156	-18%	334	326	-2%	1,717	1,472	-14%
Dep. & Amort. y Otros	240	267	12%	16	117	612%	274	408	49%
EBITDA	1,644	1,424	-13%	350	443	27%	1,990	1,880	-6%
%	25%	23%		23%	19%		25%	22%	

### WALL AND FLOOR TILES

Revenues in the floor and wall tile business at the close of the year's fourth quarter came to MXN 26.38 billion, accounting for 75% of total sales and growing 22% over the MXN 21.61 billion reported in 2021.

### ADHESIVES

In the adhesives business, which consolidated Fanosa's operations for all of 2022, revenues reached MXN 8.98 billion, 25% of total revenues and 61% higher than the year before.

### OPERATING INCOME

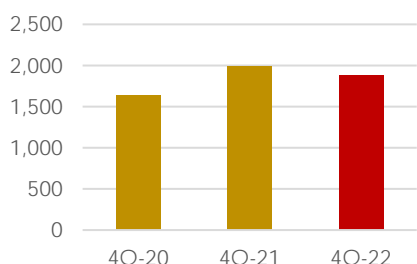
The increase in the cost of the main raw materials used by the company and a lower demand in the post-pandemic period, along with high inflation and global supply chain disruptions, all of which contributed to a normalization of Grupo Lamosa's margins. Operating income stood at MXN 6.77 billion at the close of the year, up 5% from the MXN 6.44 billion reported for 2021. The margin of operating income to sales was 19% at the end of the fourth quarter, compared to 24% at year-end 2021.



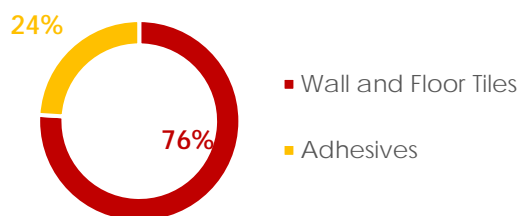
The company's EBITDA for the full twelve months of 2022 totaled MXN 8.10 billion, 10% more than the 2021 figure of MXN 7.33 billion. The margin of EBITDA to sales was 23% at year-end 2022, compared to a 27% margin reported at the close of 2021.

### EBITDA

(million pesos)



### EBITDA 4Q-22



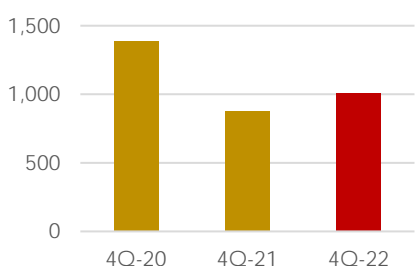
### NET INCOME

Although rising interest rates increased the company's net interest expense by 82%, at the level of comprehensive financing result this effect was offset by a foreign-exchange gain attributed to the peso's 5% appreciation against the US dollar. In total, the foreign-exchange gain for 2022 was MXN 359 million, a complete turnaround from the foreign-exchange loss of MXN 270 million incurred in 2021. Comprehensive financial result thus closed the year at a charge of MXN 639 million, an annual reduction of 11%.

With stronger operating results and the reduction in comprehensive financing result, the company's bottom line improved. At the close of the fourth quarter, net income stood at MXN4.20 billion, an annual growth of 23% and a margin of 12% to sales.

### Net Income

(million pesos)



### Net Comprehensive Financing Cost

	YTD 2021	YTD 2022	Var %
Net Financial Expense	305	556	82%
Exchange (Gain) Loss and Others	415	83	-80%
	<b>719</b>	<b>639</b>	<b>-11%</b>



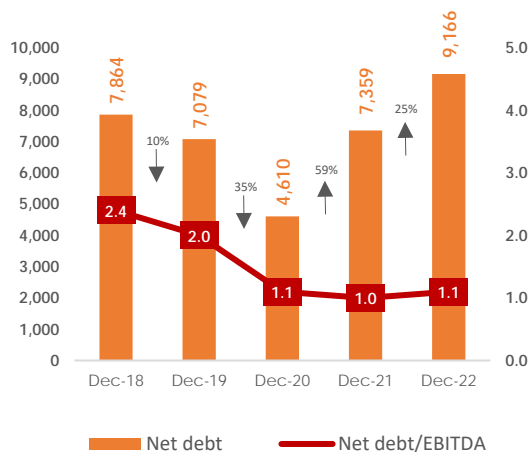
## FINANCIAL PERFORMANCE

Grupo Lamosa’s strong financial performance was once again recognized in an improved risk rating: in the fourth quarter of the year, HR Ratings raised its grade from “HR AA+” to “HR AAA” on a local scale and from “HR BBB” to “HR BBB+” on a global scale basis. In announcing its decision, the rating agency cited Grupo Lamosa’s outstanding operating growth, higher cash flow generation and low leverage.

The group made MXN 4.01 billion in investments during the year, including the acquisition of Fanosa in Mexico and the expansion and modernization of various production centers within and outside of Mexico. Net debt for Grupo Lamosa ended the year at MXN 9.17 billion, with a net debt to EBITDA ratio of 1.1 times, similar to the 1.0 times reported at the close of 2021.

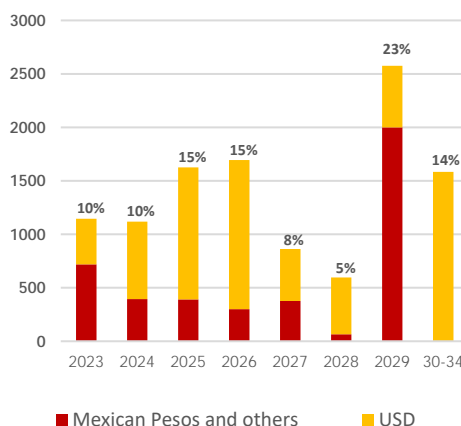
### Consolidated net debt

(million pesos)



### Maturity banking debt profile

Dec-22



Grupo Lamosa’s capacity to incorporate businesses and capitalize on synergies was proven once again, with strong results at the close of the year and a healthy financial structure that will continue to underpin Grupo Lamosa’s future growth.

#### Moisés Benavides

Investor Relations LAMOSA  
Tel: (0181) 8047-4231  
moises.benavides@lamosa.com

#### Ana Martínez

Grayling  
Tel: (0155) 5446-7482  
ana@grayling.com