

EARNINGS RELEASE

3Q21

Driving steady and profitable growth by offering and developing innovative, high-quality building solutions





BUSINESS UNITS







ELEMENTIA MATERIALES' RESULTS FOR THE THIRD QUARTER 20211

Mexico City, Mexico, October 28th, 2021 - Elementia Materiales, S.A.B. de C.V. (BMV: ELEMAT*) ("the Company", or "Elementia Materiales") reports its unaudited financial and operating results for the third quarter 2021 ("3Q21"). This earnings release is prepared in accordance with the International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB). The figures are expressed in millions of nominal Mexican pesos (\$) and may vary due to rounding.

Highlights

- This earnings release was prepared based on business considerations arising from the spin-off of the Building Systems and Metals (now Elementia Materiales) business units from Elementia (whose name changed to Fortaleza Materiales); therefore, for comparability purposes, unaudited pro forma figures are used for quarterly and accumulated figures.
- During 3Q21, the spin-off of the Building Systems and Metals business units from Elementia, S.A.B. de C.V. (now Fortaleza Materiales S.A.B. de C.V.) took place, resulting in the creation of Elementia Materiales, S.A.B. de C.V.
- Elementia Materiales achieved a consolidated EBITDA growth of 164%, with a margin expansion of 6 percentage points, standing at 11% at the end of the third quarter.
- 3Q21 operating income surged 3,940% compared to the same period last year, consolidating a positive trend of sustainable growth in the Company's results.
- In 3Q21, Elementia Materiales' net income increased 1,453%, to \$257 million.
- The leverage ratio at the end of 3Q21 was 1.68x.

The 2021 strategy will be customer-centric, remaining focused on profitability and operating efficiency to boost cash flows and operating margins.

Elementia Materiales main objectives are as follows:

- Building Systems U.S. Focus on profitability and margin recovery
- 3Q21 EBITDA increased 989%, with a positive margin of 9%.



- Building Systems LATAM Sustained, profitable growth
- YTD 2021 net sales and EBITDA increased 31% and 270%, respectively, on an annual basis. These variations were attributed to the focus on the commercialization of profitable products and a more efficient operation.



- Metals Increase in profitability and cash flow generation
- In 2021, sales and EBITDA rose 39% and 161%, respetively, compared to 2020, as a result of the focus on higher value-added products, our pricing strategy and cost optimization.



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¹ Elementia Materiales' 3Q21 earnings conference call will be held on October 29, 2021. Access information is available in the appendixes of this earnings release. The report, transcript and audio can be downloaded at https://www.rielementiamateriales.com/en/





Key Indicators

Operating

	Third Quarter Proforma			January – September Proforma			
	2021	2020	Δ%	2021	2020	Δ%	
Consolidated Metal products BU volume	12,355	10,822	14%	36,260	32,887	10%	
Building Systems Business BU volumen - United States	105,484	94,176	12%	295,487	272,786	8%	
Building Systems Business BU volumen - LatAm	155,837	137,541	13%	440,261	325,677	35%	
Building systems BU volume - Eliminations	(35,991)	(19,633)	(83%)	(96,965)	(57,618)	(68%)	

Financial

	Third Quarter Proforma			January – September Proforma			
MXN millions	2021	2020	Δ%	2021	2020	Δ%	
Net Sales	5,269	4,196	26%	14,745	11,430	29%	
Cost of sales	4,248	3,481	22%	11,869	9,833	21%	
Gross profit	1,021	715	43%	2,876	1,597	80%	
% of net sales	19%	17%	2.3 pp	20%	14%	5.5 pp	
Operating expenses	617	705	(12%)	1,870	2,143	(13%)	
Operating income	404	10	3940%	1,006	(546)	284%	
% of net sales	8%	0%	7.4 pp	7%	(5%)	11.6 pp	
EBITDA	597	226	164%	1,601	200	701%	
% of net sales	11%	5%	5.9 pp	11%	2%	9.1 pp	
Net Income (loss)	257	(19)	1453%	663	(559)	219%	

Balance sheet

MXN millions	Sep 2021	Dec 2020 Proforma	Δ%
Cash and cash equivalents	1,217	2,005	(39%)
Working Capital	4,625	3,779	22%
Receivables, net	3,127	2,225	41%
Inventories, net	3,749	3,088	21%
Payables	2,251	1,534	47%
Total Debt	4,161	3,953	5%
Net Debt	2,944	1,948	51%

Others

MXN millions (Proforma)	Sep 2021	Sep 2020	Δ%
Free cash flow	241	1,955	(88%)
Operating	576	1,137	(49%)
Investments	(210)	(217)	(3%)
Financing	(125)	1,035	(112%)
Proforma ¹	Sep 2021	Dic 2020	Δ%
EBITDA LTM	1,755	353	397%
Leverage ratio	1.68x	5.51x	(3.83x)
Interest coverage ratio	6.61x	1.54x	5.07x
Employees	5,511	4,661	18%

¹⁾ Proforma figures except for the employees item





Financial Performance

Net Sales

Net sales per business unit

	Proforma					
MXN millions	3Q21 ²	2Q21	3Q20	Δ% Q/Q	Δ% Year/Year	
Metal Products	2,685	2,560	1,848	5%	45%	
Building Systems United States	1,404	1,165	1,136	21%	24%	
Building Systems LatAm	1,299	1,164	1,191	12%	9%	
Total Elementia Materiales ¹	5,388	4,889	4,174	10%	29%	

¹⁾ Does not include holding and eliminations

Net Sales per destination

	Proforma				
MXN millions	3Q21 ²	2Q21	3Q20	Δ% Q/Q	Δ% Year/Year
United States	2,181	1,886	1,685	16%	29%
Mexico	1,891	1,894	1,437	(0%)	32%
Central America	228	287	220	(21%)	4%
South America	845	742	762	14%	11%
Rest of the World	124	131	92	(5%)	35%
Total Elementia Materiales ¹	5,269	4,940	4,196	7%	26%

¹⁾ Include holding and eliminations

3Q21 net sales were \$5,269 million, up 26% and 7% when compared to the 3Q21 and 2Q21, respectively, mainly due to a recovery in the demand in the United States, which benefitted Metals and Building Systems, as well as the successful implementation of the pricing strategy:

- In 3Q21, Metals' net sales grew 45% compared to 3Q20.
- Building Systems' net sales increased 24% versus 3Q20 and 21% versus 2Q21.

Operating income

At the end of 3Q21, accumulated operating income totaled \$1,006 million, an increase of 284% when compared to the same period last year, driven by higher sales and the pricing strategy implemented mainly in Metals and Building Systems US.

²⁾ Include two proforma months and September

²⁾ Include two proforma months and September





EBITDA by Business Unit

		Proforma Proforma					
MXN millions	3Q21 ²	2Q21	3Q20	Δ% Q/Q	Δ% Year/Year		
Metal Products	219	217	115	1%	91%		
Building Systems United States	124	107	(14)	16%	989%		
Building Systems LatAm	201	214	184	(6%)	9%		
Total Elementia Materiales ¹	545	538	285	1%	91%		

¹⁾ Does not include holding and eliminations

3Q21 consolidated EBITDA climbed 164% when compared to 3Q20. The increase was mainly attributed to higher sales volumes, business synergies achieved in Building Systems, and improved operating performance of Metals and Building Systems US.

YTD 2021 EBITDA totaled \$1,601 million, a 701% growth when compared to the same period 2020. EBITDA margin was 11% at the end of 3Q21, an increase of 910 basis points over the same period last year.

Financing Result

Comprehensive financing cost

	Third Qua	Third Quarter Proforma			January – September Proforma		
MXN millions	2021	2020	Δ%	2021	2020	Δ%	
Interest income	3	32	(91%)	32	44	(27%)	
Interest expense	(70)	(94)	(26%)	(215)	(190)	13%	
Bank commissions	(3)	(24)	(88%)	(14)	(42)	(67%)	
Net exchange (loss) profit	51	24	113%	62	145	(57%)	
Total comprehensive financing cost, net	(19)	(62)	(69%)	(135)	(43)	214%	

In 3Q21, the Company's comprehensive financing cost decreased 69% when compared to 3Q20, mainly due to an exchange rate gain, lower bank commissions and a decrease in interest expense. Year-to-date, interest expense increased on a pro forma basis, largely reflecting the settlement of the Senior Note last January.

Net Income

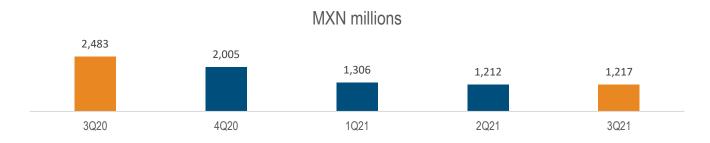
Consolidated net income reached \$257 million in the third quarter 2021 and \$663 million for the first nine months of 2021, up 1,453% and 219%, respectively, vs. the same period 2020. This trend of consistent growth reflects the success attained at our strategy focused on profitability and operating efficiency (implemented to improve the performance of all Elementia Materiales businesses).

²⁾ Include two proforma months and September

Statement of Financial Position



Cash and cash equivalents



As of September 30, 2021, cash and cash equivalents balance decreased 39% when compared to year-end 2020, mainly due to the use of cash surpluses for debt prepayments in January and April. Likewise, working capital deployment rose 22%, largely explained by higher input costs weighting on production processes.

Free Cash Flow

	January – September Proforma				
MXN millions	2021	2020	Δ%		
EBITDA	1,601	200	701%		
Change in working capital	(847)	(294)	(188%)		
Cash taxes	(41)	(205)	(80%)		
Interest, net	(227)	(170)	34%		
Bank commissions	(14)	(42)	(67%)		
Cash flow before Capex	472	(511)	192%		
% of EBITDA	29%	(256%)	285.0 pp		
CAPEX	(206)	(270)	(24%)		
Free cash flow before financing	266	(781)	134%		
Incurred (paid) debt	166	1,264	87%		
Others	(290)	(229)	(27%)		
Sale (buy) stock buyback	(1)				
Free cash flow	141	254	(44%)		

At the end of the third quarter 2021, cash flow before Capex was \$472 million and represented 29% of EBITDA for the first nine months of 2021. Although working capital was higher, from rising input costs and deployment of minor investments to improve production processes, all business units contributed to the operating cash flow growth.





Net Receivables - by Business Unit

		Dec 2020		Δ% Sep 2021	
MXN millions	Sep 2021	Proforma	Sep 2020	vs. Dec 2020	Δ% Year/Year
Metal Products	2,091	1,388	1,390	51%	50%
Building Systems United States	508	359	455	42%	12%
Building Systems LatAm	528	478	519	10%	2%
Total Net Receivables	3,127	2,225	2,364	41%	32%

Net receivables rose from \$2,364 million at the end of 3Q20 to \$3,127 million at the end of 3Q21, an increase of 32%, mainly due to higher sales in Metals.

Net Inventories - by Business Unit

		Dec 2020		Δ% Sep 2021	
MXN millions	Sep 2021	Proforma	Sep 2020	vs. Dec 2020	Δ% Year/Year
Metal Products	1,851	1,448	1,230	28%	51%
Building Systems United States	908	837	1,035	8%	(12%)
Building Systems LatAm	989	803	824	23%	20%
Total Net Inventories	3,749	3,088	3,088	21%	21%

As of September 30, 2021, inventories were \$3,749 million, 21% higher that 3Q20, mainly derived from increased input costs and the anticipated strategic purchases carried out at Building Systems. On the other hand, this variation also reflects the impact of the copper price volatility.

Net Property, Plant, and Equipment - by Business Unit

		Dec 2020		Δ% Sep 2021	
MXN millions	Sep 2021	Proforma	Sep 2020	vs. Dec 2020	Δ% Year/Year
Metal Products	3,404	3,582	3,636	(5%)	(6%)
Building Systems United States	1,843	1,556	1,837	18%	0%
Building Systems LatAm	3,928	4,503	4,730	(13%)	(17%)
Total Net Property, Plant, and Equipment ¹	9,174	9,641	10,202	(5%)	(10%)

¹⁾ Does not include holding

As of September 30, 2021, Property, plant and equipment decreased 10% on an annual basis, largely derived from the depreciation and FX translation effects.

Payables - by Business Unit

MVN millions	San 2024	Dec 2020	Com 2020	Δ% Sep 2021	An/ Vaar/Vaar
MXN millions	Sep 2021	Proforma	Sep 2020	vs. Dec 2020	Δ% Year/Year
Metal Products	1,168	655	1,245	78%	(6%)
Building Systems United States	274	190	210	45%	31%
Building Systems LatAm	787	664	588	19%	34%
Total Pavables ¹	2,230	1,509	2,043	48%	9%

¹⁾ Does not include holding



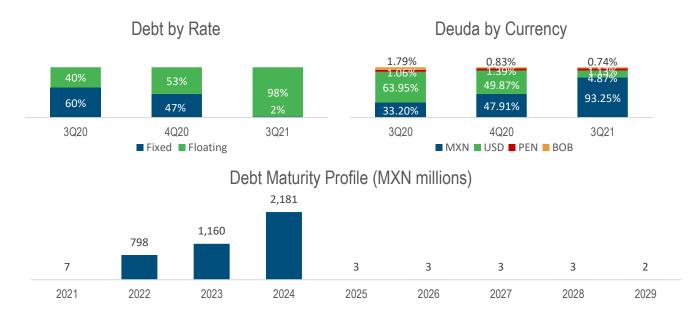


The balance of payables increased from \$2,043 million at the end of 3Q20 to \$2,230 million at the end of 3Q21, up 9%, mainly due to the volatility of copper prices and higher input prices at Building Systems, as polypropylene and cellulose prices increased by 84% and 35%, respectively.

Debt Profile

			Δ% Sep 2021 vs. Dec
MXN millions	Sep 2021	Dec 2020 Proforma	2020
Short-term debt	1,936	3,877	(50%)
Long-term debt	2,225	76	2828%
Total debt	4,161	3,953	5%
Net debt	2,944	1,948	51%
Net financial expense ¹	265	229	16%
EBITDA LTM ¹	1,755	353	397%
Leverage ratio ¹	1.68x	5.51x	(3.83x)
Interest coverage ratio ¹	6.61x	1.54x	5.07x

¹⁾ Proforma



At the end of 3Q21, gross debt amounted to \$4,161 million, following the debt breakdown carried out as part of the spin-off. Prior to this process, Elementia (now Fortaleza Materiales) debt was prepaid to deleverage the Company, and achieve healthy levels for both entities, recognizing Elementia Materiales 29% of the outstanding debt.

At the end of the quarter, the leverage ratio was 1.68x and interest coverage ratio was 6.61x.

As of September 30, 2021, over 90% of the debt is contracted in Mexican pesos, as the refinancing strategy carried out in the first half of the year mitigated FX risks. Meanwhile, 98% of the debt is at a floating rate and the remaining 2% is at a fixed rate.

Shareholders' equity

As of September 30, 2021, shareholders' equity was \$11,450 million, following the spin-off of Elementia.





Results by Business Unit

Metal Product Business Unit

	Third	Quarter Profe	orma	January -	January – September Proforma		
MXN millions	2021	2020	Δ%	2021	2020	Δ%	
Net sales	2,685	1,848	45%	7,467	5,385	39%	
Operating income (loss)	143	46	209%	360	(77)	565%	
% of net sales	5%	3%	2.8 pp	5%	(1%)	6.3 pp	
EBITDA	219	115	91%	586	224	161%	
% of net sales	8%	6%	1.9 pp	8%	4%	3.7 pp	
EBITDA in USD / TON	887			804			
Δ% in sales volume	14%			10%			
Δ% in average price	27%			26%			

In 3Q21, Metals sales and EBITDA increased 45% and 91% year-over-year, respectively, maintaining a strong momentum in sales volume, paired with higher copper prices that were offset by upward price adjustments. This quarter, Metals operating income amounted to \$143 million, 209% higher than that of 3Q20, in line with the strategy focused on sustained growth and profitability started in 2020.

Building Systems Business Unit – United States

	Third	Quarter Prof	orma	January	roforma	
MXN millions	2021	2020	Δ%	2021	2020	Δ%
Net sales	1,404	1,136	24%	3,662	3,237	13%
Operating income (loss)	78	(76)	202%	168	(206)	182%
% of net sales	6%	(7%)	12.3 pp	5%	(6%)	11.0 pp
EBITDA	124	(14)	989%	314	(17)	1950%
% of net sales	9%	(1%)	10.1 pp	9%	(1%)	9.1 pp
Δ% in sales volume	12%			8%		
Δ% in average price	10%			4%		

Building Systems US net sales increased 24% during 3Q21, largely driven by higher sales volumes and improved prices, which was partially offset by higher input costs. These positive results represent a significant recovery when compared to 3Q20, as operating income and EBITDA surged 202% and 989%, respectively.

EBITDA margin rose to 9%, an improvement of 1,010 basis points, thanks to expense savings that drove the operating efficiencies achieved.





Building Systems Business Unit – LatAm

	Third	Quarter Prof	orma	January – September Proforma		
MXN millions	2021	2020	Δ%	2021	2020	Δ%
Net sales	1,299	1,191	9%	3,654	2,783	31%
Operating income (loss)	136	104	30%	377	(80)	571%
% of net sales	10%	9%	1.7 pp	10%	(3%)	13.2 pp
EBITDA	201	184	9%	585	158	270%
% of net sales	15%	15%	0.0 pp	16%	6%	10.3 pp
Δ% in sales volume	13%			35%		
$\Delta\%$ in average price	(4%)			(3%)		

For the first nine months of 2021, net sales and EBITDA increased 31% and 270%, respectively, compared to the same period last year, mainly driven by the strong demand in Central America and higher prices, which offset incremental input costs.

During 2021, operating income increased 571% and EBITDA margin increased 1,030 basis points reflecting the implementation of the Company's strategy centered on improving profitability, in combination with the cost and expense reduction initiatives.

Recent developments

• On September 1, the spin-off of Elementia and the creation of Elementia Materiales were announced.

About Elementia Materiales

This earnings release was prepared based on business considerations arising from the spin-off of the Building Systems and Metals (now Elementia Materiales) business units from Elementia (whose name was changed to Fortaleza Materiales); therefore, for comparability purposes, unaudited pro forma figures are used for quarterly and accumulated figures.

Elementia Materiales offers innovative construction solutions that redefine the concept of construction evolution. Our state-of-the-art rotomolding technology, Eureka®, helps safeguard the world's most important resource: water, which runs through our Nacobre® pipe systems. With more than 65 years' experience, our Nacobre® brand ensure that gas installations comply with the highest safety standards. Elementia Materiales has grown organically and through strategic mergers and acquisitions, creating an integrated platform of more than 4,000 products both in Mexico and the U.S. Elementia Materiales has more than 5,000 employees and operates in nine countries through a wide-ranging distribution network. Innovative and versatile panels manufactured by Allura®, Plycem®, Eternit®, Duralit® and Fibraforte®, offer the advantages of fiber cement technology for decorative façades, simulated wood decking, traditional roof tiles and state-of-the-art ceilings. Elementia Materiales is the largest fiber cement producer in Latin America and second largest in the U.S.

Analyst Coverage

- Apalache Analisis
- CI-Banco
- Vector



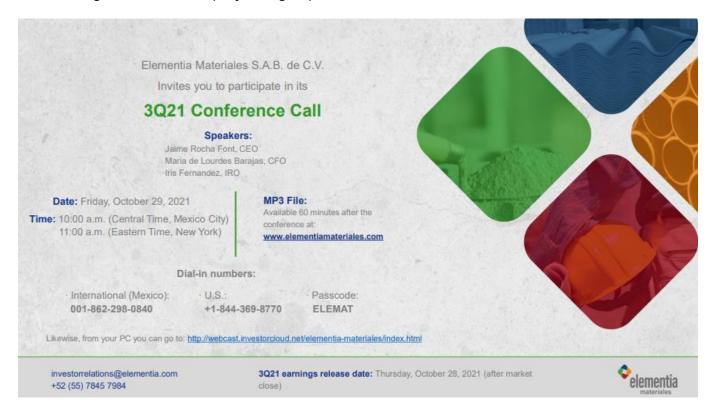




This document contains certain forward-looking statements and information related to Elementia Materiales, S.A.B. de C.V. ("Elementia Materiales") that reflect the vision and / or expectations of Elementia Materiales and its management team in relation to its performance, business and future events. Forward-looking statements may include, but are not limited to, statements that could predict, project, indicate or imply certain future results, performance or achievements, and may include words "anticipate", "believe," "estimate, "expect", "project", "plan", "predict", "foresee", "forecast", "reach" or any other word or phrase with a similar meaning, which may be given orally or in writing.

The presented results may materially differ from those projected as a result of factors beyond Elementia Materiales' control. These factors may include, but are not limited to: economy in general; political and business conditions in Mexico and other markets where we operate; international capital and securities markets performance, as well as economic crises; our ability to refinance our financial obligations; if necessary; competition in the sector and markets; management's expectations and estimates in regards to the Company's future financial performance and financing plans / programs; limited access to financing sources with competitive terms, and compliance with clauses to which we are bound to; our ability to meet debt obligations; our investment plans; currency fluctuations, interest rates or inflation, as well as currency conversion; changes in government legislation and regulation, including environmental regulation, and obligations arising therefrom, and judicial or administrative judgments against us; procurement policies and interpretations; increase in insurance premiums; changes in market prices, customer demand and preference, and competitive conditions; cyclicity and seasonality in our operating results; our ability to implement the corporate strategy; increase in prices of goods and / or services supplied to us, and fluctuations in the prices of the raw material; the imposition of price controls on the products we sell; trade barriers; technological innovation; costs, uncertainty and regulation applicable to company mergers and acquisitions or strategic alliances; our ability to make acquisitions for regulatory or other issues, and successfully integrate the operations of the acquired businesses; liability claims including claims related to health, safety and environmental protection issues, as well as claims arising from joint lawsuits in Mexico or other jurisdictions in which we operate; failures in our information obtained from our technology systems, including data and communication systems; the impact by changes in accounting principles, new legislation, actions by regulatory authorities, government announcements and monetary or fiscal policy in Mexico, or in other markets in which we operate; decrease in the sale of our products by independent distributors; our ability to retain qualified personnel and rehire key personnel; our ability to extract synergies from our business mergers and acquisitions activities; delays by suppliers or lack of ability to obtain, under conditions acceptable to us, inputs required by us to produce the products we sell; investigations by federal authorities; and other risk factors. In any circumstance these statements only refer to their date of elaboration and Elementia Materiales has no obligation to update or revise any of them, whether for new information, future events, among others, unless required by law. Therefore, caution should be exercised when using future projections. The document and its contents belong to the Company and may not be reproduced or distributed as a whole or as part of without prior written consent by Elementia Materiales.

3Q21 earnings conference call (only in English)







Appendixes

Income Statement	Third Qua	arter Profor	ma	January - September Proforma		
MXN millions	2021	2020	Δ%	2021	2020	Δ%
Net Sales	5,269	4,196	26%	14,745	11,430	29%
Cost of sales	4,248	3,481	22%	11,869	9,833	21%
Gross profit	1,021	715	43%	2,876	1,597	80%
Operating expenses	617	705	(12%)	1,870	2,143	(13%)
Operating income	404	10	3940%	1,006	(546)	284%
EBITDA	597	226	164%	1,601	200	701%
% of net sales	11%	5%	5.9 pp	11%	2%	9.1 pp
Interest income	3	32	(91%)	32	44	(27%)
Interest expense	(70)	(94)	(26%)	(215)	(190)	13%
Bank commissions	(3)	(24)	(88%)	(14)	(42)	(67%)
Net exchange loss (profit)	51	24	113%	62	145	(57%)
Comprehensive financing result, net	(19)	(62)	(69%)	(135)	(43)	214%
Income before income taxes	385	(52)	840%	871	(589)	248%
Income tax	128	(33)	488%	208	(30)	793%
Net Income (loss)	257	(19)	1453%	663	(559)	219%

Income Statement	Third Qua	arter Profoi	rma	January – Septembe		r Proforma	
USD millions ¹	2021	2020	Δ%	2021	2020	Δ%	
Net Sales	259	187	39%	726	509	43%	
Cost of sales	209	155	35%	585	438	33%	
Gross profit	50	32	58%	142	71	99%	
Operating expenses	30	31	(3%)	92	95	(3%)	
Operating income	20	0.4	4368%	50	(24)	304%	
EBITDA	29	10	192%	79	9	785%	
% of net sales	11%	5%	5.9 pp	11%	2%	9.1 pp	
Interest income	0.1	1	(90%)	2	2	(20%)	
Interest expense	(3)	(4)	(18%)	(11)	(8)	25%	
Bank commissions	(0.1)	(1)	(86%)	(1)	(2)	(63%)	
Net exchange loss (profit)	3	1	135%	3	6	(53%)	
Comprehensive financing result, net	(1)	(3)	(66%)	(7)	(2)	247%	
Income before income taxes	19	(2)	919%	43	(26)	264%	
Income tax	6	(1)	529%	10	(1)	867%	
Net Income (loss	13	(1)	1596%	33	(25)	231%	

¹For illustrative purposes, figures in Mexican pesos were converted to U.S. dollars using an exchange rate of \$20.3060 and \$22.4573 per U.S. dollar (exchange rate to settle foreign currency obligations on September 30, 2021 and 2020, respectively, as defined by Mexico's Central Bank and published in the Official Gazette of the Federation).





Balance Sheet

MXN millions	Sep 2021	Dec 2020 Proforma	Δ%	Sep 2021 (USE millions) ¹
Cash and cash equivalents	1,217	2,005	(39%)	60
Receivables, net	3,127	2,225	41%	154
Inventories, net	3,749	3,088	21%	185
Other receivables and currents assets	1,038	1,203	(14%)	51
Current assets	9,131	8,521	7%	450
Other receivables, net	244		0%	12
nvestment in associated companies and others	3	3	0%	0
Property, plant and equipment, net	9,184	9,650	(5%)	452
Right of use asset	128	145	(12%)	6
ntangible assets, net	569	436	31%	28
Deferred assets Tax	461	620	(26%)	23
Other assets	71	55	29%	3
Non- current assets	10,660	10,909	(2%)	525
Total assets	19,791	19,430	2%	975
Short term debt	1,936	3,877	(50%)	95
Payables	2,251	1,534	47%	111
Other current liabilities	1,314	1,263	4%	65
Current liabilities	5,501	6,674	(18%)	271
ong term debt	2,225	76	2828%	110
Deferred taxes	506	447	13%	25
Other long term liabilities	109	146	(25%)	5
ong term liabilities	2,840	669	325%	140
Total liabilities	8,341	7,343	14%	411
Shareholders' Equity	11,450	12,087	(5%)	564
Equity attributable to owners of the Entity	11,401	12,033	(5%)	561
Capital stock	4,282	4,282	0%	211
Additional paid-in capital	4,414	5,259	(16%)	217
Retained earnings	2,329	2,881	(19%)	115
Other comprehensive income	376	(389)	197%	19
Non- controlling interest	49	5 4	(9%)	2
Total liabilities and shareholders' equity	19,791	19,430	2%	975

¹For illustrative purposes, figures in Mexican pesos were converted to U.S. dollars using an exchange rate of \$20.3060 per U.S. dollar (exchange rate to settle foreign currency obligations on September 30, 2021, as defined by Mexico's Central Bank and published in the Official Gazette of the Federation).





Statement of Cash Flow

January - September Proforma

MXN millions	2021	2020	Δ%	2021 (USD millions) ¹
Net income (loss)	663	(559)	219%	33
Depreciation, amortization and impairment	595	746	(20%)	29
Gain on disposal of fixed assets	7	(15)	(147%)	0.3
Interest income	(32)	(44)	(27%)	(2)
Interest expense	215	190	13%	11
Exchange loss (gain)	30	348	(91%)	1
Other items	208	(118)	276%	10
Non cash figures	1,686	548	208%	83
Net cash flow (used) provided by working capital	(1,110)	589	(288%)	(55)
Increase in accounts receivable	(903)	(82)	1001%	(44)
(Increase) decrease in inventories	(661)	568	(216%)	(33)
Increase in other receivables and other current assets	(113)	380	(130%)	(6)
Increase in trade accounts payable	717	(780)	192%	35
(Decrease) increase in other liabilities	(150)	503	(130%)	(7)
Net cash flow provided by operating activities	576	1,137	(49%)	28
Acquisition of property, machinery and equipment	(206)	(270)	(24%)	(10)
Other assets	(4)	53	(108%)	(0.2)
Net cash flow used in investing activities	(210)	(217)	(3%)	(10)
Incurred (paid) debt	166	1,264	(87%)	8
Increase stock buyback	(1)		0%	(0)
Bank loans and others, net	(290)	(229)	27%	(14)
Net cash used in financing activities	(125)	1,035	(112%)	(6)
Net (decrease) increase in cash and cash equivalents	241	1,955	(88%)	12
Effects differences on translating foreign operations	(1,028)	(501)	105%	(51)
Cash and cash equivalents at the beginning of the period	2,005	1,029	95%	99
Cash and cash equivalents at the end of the period	1,218	2,483	(51%)	60

¹For illustrative purposes, figures in Mexican pesos were converted to U.S. dollars using an exchange rate of \$20.3060 per U.S. dollar (exchange rate to settle foreign currency obligations on September 30, 2021, as defined by Mexico's Central Bank and published in the Official Gazette of the Federation).