

2022 IN NUMBERS

+5,300

EMPLOYEES

+1,500

ACTIVE SUPPLIERS

+1,800

DISTRIBUTORS

AN AVERAGE OF

17.5

EMPLOYEE-
HOURS OF
TRAINING

22

PRODUCTION
PLANTS

+925,000 METRIC
TONS OF PRODUCT



MXP \$22.395
BILLION IN REVENUE

OVER 70%

SUBSTITUTION RATE OF
ALTERNATIVE RAW MATERIALS
IN METALS

11%

OF MATERIALS
REPLACED
IN CONSTRUSISTEMAS

MESSAGE TO OUR STAKEHOLDERS

GRI 2-11, 2-22

WE SUCCESSFULLY ACCOMPLISHED OUR GOAL FOR 2022 OF OPERATING THE BUSINESS AT A HIGHER LEVEL OF PROFITABILITY.

DEAR READER,

It is with great satisfaction that we present Elementia Materiales performance results regarding aspects that are part of our Sustainability Framework: economic, environmental, social, and governance.

2022 proved to be a complex and transformative year that demanded our openness to change and our ability to adapt. As a dynamic Company with a responsible management approach, this adaptability came naturally to us.

In this context, we managed to operate with greater profitability, prepared to deliver the best results based on our established principles, focused on our competitive advantages to offer our products to the market and generate new opportunities that are allowing us to grow. Additionally, we were able to maintain our customer base through quality products and excellent service.

WE TURN THE CHALLENGES INTO OPPORTUNITIES

The United States, Mexico, and Colombia markets had a positive impact on demand, enabling the implementation of a price-increase strategy to offset the adverse effects on costs. This allowed us to operate the plants in the United States at full capacity and positively impact exports from plants in Mexico, El Salvador, Costa Rica, and Honduras.

In addition to the above, we carried out various initiatives to contribute to our business objectives. These include the launch of the Allura expansion plan that doubles plant capacity in Nuevo Laredo and the Roaring River; the development of new products; the reconfiguration of

commercial networks; process and operational improvements; training; market optimization; and supplier focus; as well as entering new sectors such as that of appliances. All of this was leveraged by strengthening our product quality and our ever-constant goal of having satisfied customers.

These actions led us to achieve revenues of MXP \$22.395 billion, which is 12% higher than the previous year, as well as an operating income of MXP \$1.132 billion, and an EBITDA of MXP \$2.305 billion, representing a 2% and 14% increase, respectively, compared to 2021.

The Net Debt/EBITDA ratio, considering the last twelve months of the year, was 2.07 times. This represented an increase of 0.74 times compared to the result in December 2021, which was 1.33 times, but it remained below our target of staying below 3.5 times debt leverage. This increase is attributed to the delisting operation of

MXP \$22.395

**BILLION IN INCOME;
+ 12% VS. 2021**

both companies from the Mexican Stock Exchange and the public tendering offer to acquire all the shares representing owners' equity for an approximate total of MXP \$2.000 billion for each company.

In 2022, a crucial year for our organization, significant progress was made in terms of sustainability through our focus on structuring and strengthening the environmental, social, and governance (ESG) aspects across the whole Company. On the one hand, we worked on defining the roadmap for each of our Companies, with priorities, objectives, and key performance indicators based on the Sustainability Framework we have established. This will ensure value creation over time. On the other hand, we focused on raising awareness among all our stakeholders

REGARDLESS OF THE CONTEXT WE FACE, AT ELEMENTIA MATERIALES WE ARE ALWAYS PREPARED TO DELIVER THE BEST RESULTS IN EVERY OPERATION.

to foster suitable conditions for sustainable projects that promote collaboration and reduce socio-environmental risks in the communities where we operate.

From this perspective and in line with our commitment to contribute to the United Nations Sustainable Development Goals (SDGs), we have made considerable progress in gender equality, where 18% of our workforce are women. Regarding the environment and based on circularity and efficiency, we achieved an 11% and 76% reduction in the use of recycled materials in Construsistemas and Metals, respectively; a 4% reduction in water consumption in the production process; and a nearly 100% reduction in the use of renewable energy, particularly in Costa Rica.

Worthy of highlighting is the cultural shift that took place in Construsistemas and Metals, which is perfectly in line with our philosophy of prevention and continuous improvement; it focuses on the safety of our employees. Risk assessments and task evaluations were conducted, resulting in a substantial improvement in severity and frequency rates. We will continue to work towards our goal of zero accidents.

All of this has been made possible thanks to the commitment of our Board of Directors; the expertise of our management team; the trust of our shareholders, customers, and suppliers; and the enthusiasm of our workforce. With these strengths we are prepared for the near future and will continue to create and innovate, seeking to maximize the potential of our organization, and maintain our leadership position in providing high-quality products and solutions for the industrial and construction sectors.

Jaime Rocha Font
CEO



Juan Pablo del Valle Perochena
CHAIRMAN OF THE BOARD
OF DIRECTORS

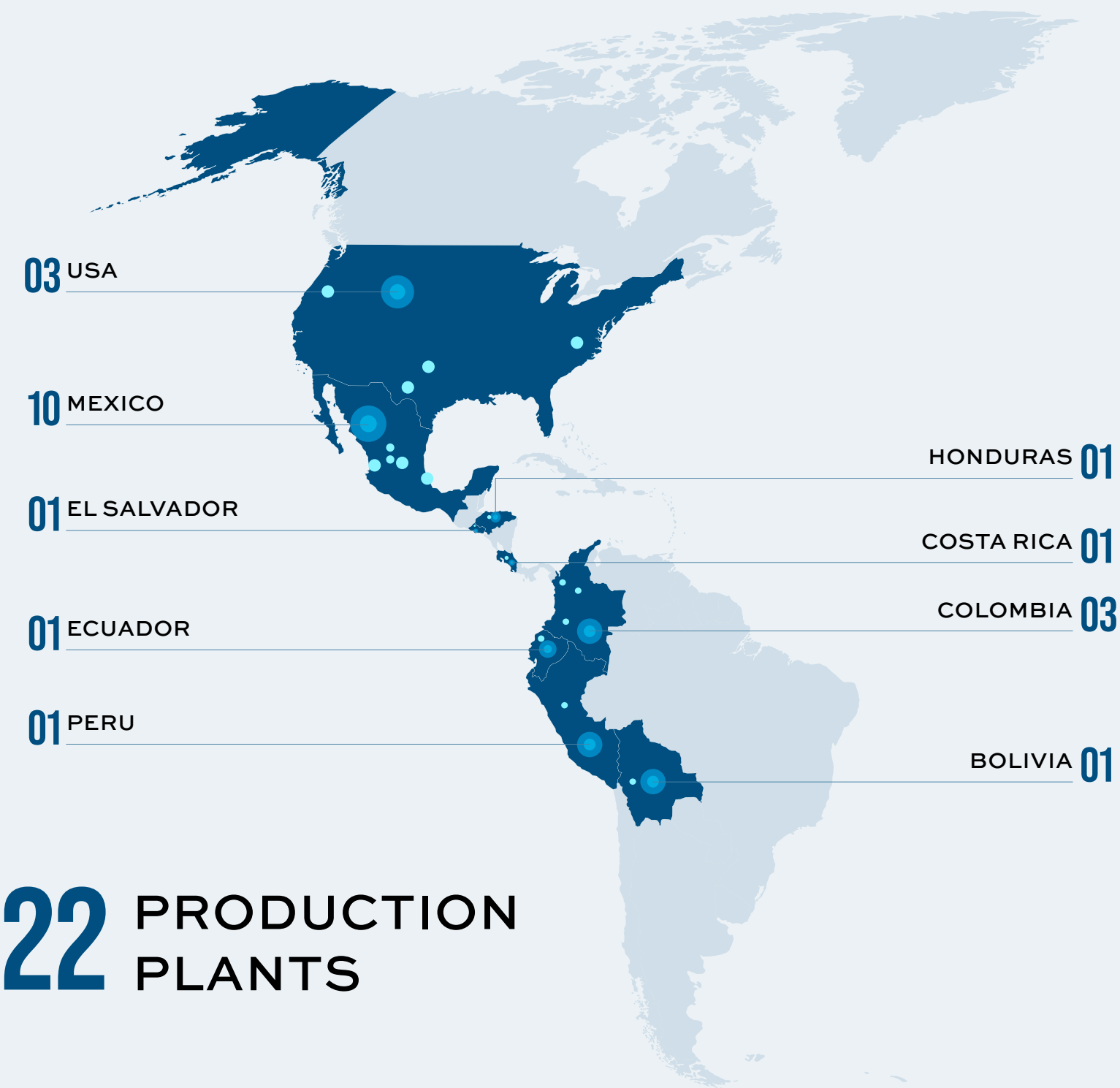


WE HAVE 2 DIVISIONS</

PRESENCE

GRI 2-1, 2-7

CORPORATE OFFICES:
HOUSTON AND MX CITY



22 PRODUCTION PLANTS

Construsistemas

USA Region

433
employees

Encompasses:
• United States

Mexico Region

682
employees

Encompasses:
• Mexico

Central America Region

598
employees

Encompasses:
• El Salvador
• Honduras
• Costa Rica

Andean Region

1,054
employees

Encompasses:
• Colombia
• Ecuador
• Peru
• Bolivia



Nacobre

2,476
employees

Encompasses:
• Mexico
• United States

Corporate

Encompasses:
• Mexico **92**
employees

VALUE CREATION MODEL

GRI 2-22, 2-29

-  Shareholders and investors
-  Authorities
-  Employees
-  Suppliers
-  Customers and distributors
-  Industry associations and chambers
-  Communities

To obtain more information on how we create value within each of the pillars of our Sustainability Framework, please refer to each section.



VALUE-GENERATING
PROCESSES

Business model

Risk management

Reinforcing the sustainability
governance system

Developing a sustainability
roadmap for each facility

Stakeholder Communication

GRI 2-29

We are aware of the importance of maintaining open dialogue with our stakeholders as it is the way we understand their concerns and needs in order to address them through our sustainability strategy.



STAKEHOLDERS	PURPOSE OF THE RELATIONSHIP	COMMUNICATION CHANNELS	COMMUNICATION FREQUENCY
 Shareholders and investors	Access relevant financial and sustainability information to make timely and transparent decisions	• Email, calls, and meetings with the investor relations department • Sustainability report • Whistleblower hotline	Monthly, quarterly, and annually
 Authorities	Comply with applicable regulations in each country where we operate	• Reports • Whistleblower hotline • Sustainability Report	Monthly, quarterly, and annually
 Employees	Personal and professional development and quality of life at work	• Complaints and suggestion mailbox • Whistleblower hotline • Performance evaluation system • Sustainability Report • Employee climate survey • Internal magazine • Communications • Information capsules • Town hall meetings • Virtual events • Email • Screens	Daily
 Customers (Distributors)	Quality in products and services, and competitive prices	• Email • Calls with the sales team • Website • Social media • Whistleblower hotline • Customer service hotline • Satisfaction surveys • Sustainability Report	Weekly and monthly
 Suppliers	Ethics in business relationships and long-term collaboration for value creation	• Emails and calls with the purchasing department • Whistleblower hotline • Sustainability Report	Weekly and monthly
 Communities	Institutional support to maximize the positive impact generated through chosen social causes, using volunteerism and/or donations	• Meetings and emails with the local sustainability and HR department • Whistleblower hotline • Sustainability Report	Monthly, quarterly, and annually

EFFICIENCY AND PROFITABILITY

GRI 3-3
GRI 201-1

Income Statement

INDICATORS	JAN. -DEC. PROFORMA STATEMENT		
	Dec 2022	Dec 2021	Δ% 2022 vs 2021
Net Sales	22,395	20,006	12%
Cost of Goods Sold	18,179	16,231	12%
Gross Profit	4,216	3,775	12%
% of Net Sales	19%	19%	(0.0 pp)
General Expenses	2,884	2,469	17%
Operating Profit (Loss)	1,332	1,306	2%
% of Net Sales	6%	7%	(0.6 pp)
EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization)	2,305	2,020	14%
% of Net Sales	10%	10%	0.2 pp
Net Comprehensive Financing Result	(707)	(187)	278%
Profit (Loss) Before Taxes	625	1,119	(44%)
Tax on profits	239	402	(41%)
Consolidated Net Profit (Loss)	386	717	(46%)

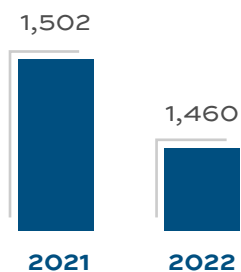
Amounts in millions of MXP.

Balance Sheet

INDICATORS	Dec 2022	Dec 2021	Δ% 2022 vs 2021
Cash and Cash Equivalents	1,460	1,502	(3%)
Net Accounts Receivable	2,479	2,947	(16%)
Net Inventory	4,053	4,139	(2%)
Suppliers	1,397	2,243	(38%)
Total Debt	6,222	4,183	49%
Net Debt	4,762	2,681	78%
Shareholders' Equity	9,263	11,473	(19%)
Non-controlling Interest Shareholders' Equity	35	42	(17%)

Amounts in millions of MXP.





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GRI CONTENT

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