

Grupo México

1Q 21 Results

April 21, 2021

1Q21 Highlights

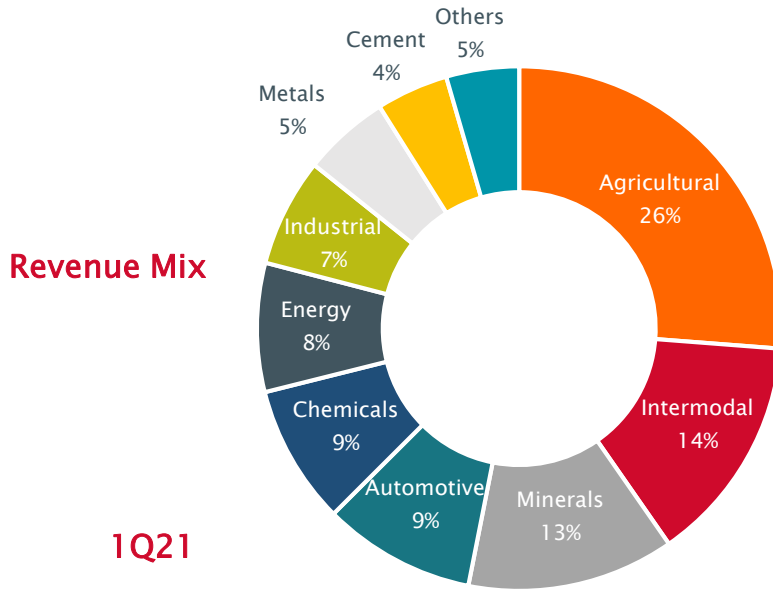


▪ Highlights 1Q21 vs 1Q20

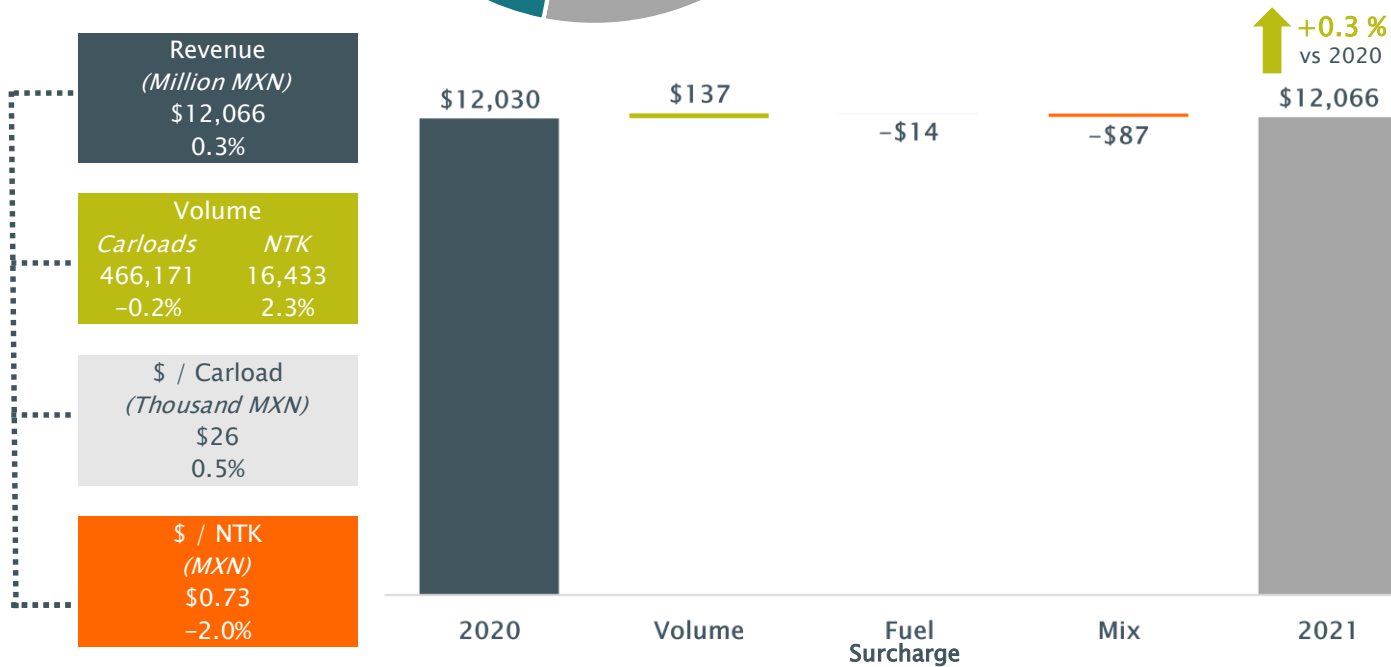
- ✓ Volumes have returned to Pre-**COVID** levels in most segments at the level of 1Q20 which was our best 1Q ever.
- ✓ Revenue increased 0.3%, with volume increases on fuel oil and refined products in México, as well as construction materials in Florida.
- ✓ EBITDA decreased 3.5% to MXN\$5,383 million.
- ✓ MXN\$30cts/share dividend was approved by the Board.
- ✓ During 2021, 2.4 million shares have been repurchased at an average price of P\$29.73 per share.

Revenue 1Q21

Million MXN



1Q21



Revenue
(Million MXN)
\$12,066
0.3%

Volume
Carloads NTK
466,171 16,433
-0.2% 2.3%

\$ / Carload
(Thousand MXN)
\$26
0.5%

\$ / NTK
(MXN)
\$0.73
-2.0%

Volume 1Q 21

Carloads

2020		
467,295		
Energy 21,460 2.4%	Metals 21,402 5.5%	Agricultural 72,456 0.1%
Minerals 55,954 6.4%	Chemicals 20,842 -5.4%	Industrial 27,810 -11.8%
Cement 26,242 -4.5%	Intermodal 186,265 0.3%	Automotive 33,740 -1.9%
2021		(0.2)% vs 2020
466,171		

Net Ton KM (NTK)

2020		
16,056		
Energy 1,173 12.1%	Metals 1,322 8.9%	Agricultural 5,830 5.5%
Minerals 2,943 0.5%	Chemicals 1,386 0.2%	Industrial 585 -0.2%
Cement 913 -4.6%	Intermodal 1,748 -4.7%	Automotive 533 -8.1%
2021		+2.3% vs 2020
16,433		

Main Variations

Revenue 1Q21

▲ % Revenue Growth

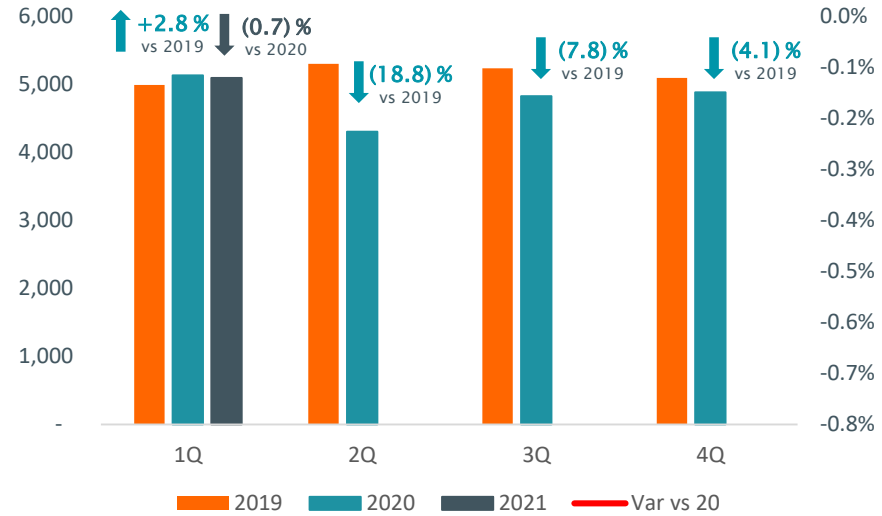
High	11%	11%	Energy: Increased fuel oil exports from domestic refineries, LPG imports, as well as the launch of new routes for refined products.
Medium	44%	7%	Metals: Volume increase both, raw material and finished products for MX consumption.
		6%	Minerals: US Market share gains due to a solid Florida construction market, in addition to inventory replenishments in the MX production.
		1%	Agricultural: Increase of shuttle train import volumes partially offset by a negative effect of exchange rate variations during march.
		0%	Intermodal: US intermodal continuous to grow due to demand and market share gains from truck to rail conversion, partially offset by volumes not fully recovered from COVID-19 .
Negative	44%	-1%	Chemicals: Increased market share for resins imports to MX, offset by a slow recovery of US ethanol volumes used for blending with refined products.
		-6%	Automotive: Volume decrease due to a shortage of microchips and a longer than expected plants retooling during January and February.
		-7%	Cement: Shutdown of the rail gateways to the Mexican southeast has negatively impacted the volumes and one-time temporary maintenance shutdown in a production plant US domestic.
		-11%	Industrial: Decrease of new railcar exports partially offset by a market gains in other consumption products.

Carloads

(Daily Average)

GMXT	2021	2020	2019	Var vs 20	Var 20 vs 19
1Q	5,097	5,135	4,995	-0.7%	2.8%
2Q	-	4,305	5,303	-	-18.8%
3Q	-	4,829	5,238	-	-7.8%
4Q	-	4,887	5,095	-	-4.1%

Segment	1Q 21	1Q 20	Var
Intermodal	2,052	2,040	0.6%
Agricultural	787	795	-1.0%
Minerals	588	579	1.6%
Automotive	373	378	-1.4%
Industrial	306	346	-11.6%
Cement	289	302	-4.4%
Chemicals	232	242	-4.3%
Energy	235	230	2.2%
Metals	237	223	6.1%
Total	5,097	5,135	-0.7%



In February 2021 we started experiencing strong volumes that the Texas Polar Vortex slowed down.

* Public numbers from AAR (Weekly Carload Report).

Financial Highlights

Million MXN

- **Volume & Revenue:**

- ✓ Revenue increased 0.3%
- ✓ Net Ton-Km increased 2.3%

- **EBITDA:**

- ✓ P\$5,383 million down 3.5%

- **Net Income:**

- ✓ Decreased 13.0%

- **Earning per Share (EPS):**

- ✓ Decreased 13.0%

1Q 2021

Revenue
\$11,159
0.3%

Operating Profit
\$3,630
(4.9%)

EBITDA
\$5,383
(3.5%)

Net Income
\$1,672
(13.0%)

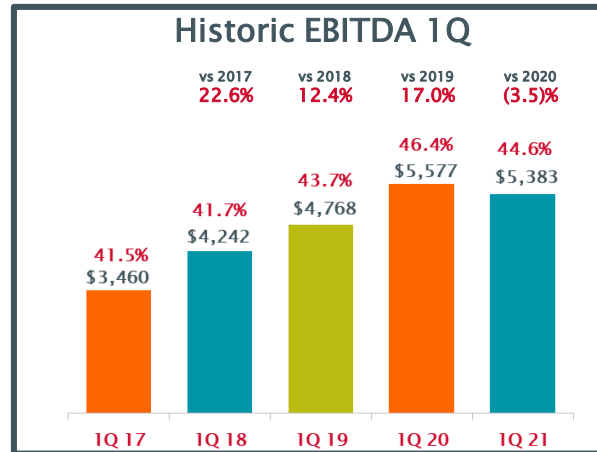
EPS
\$0.4077

Financial Breakdown

1Q21 vs 1Q20
Million MXN

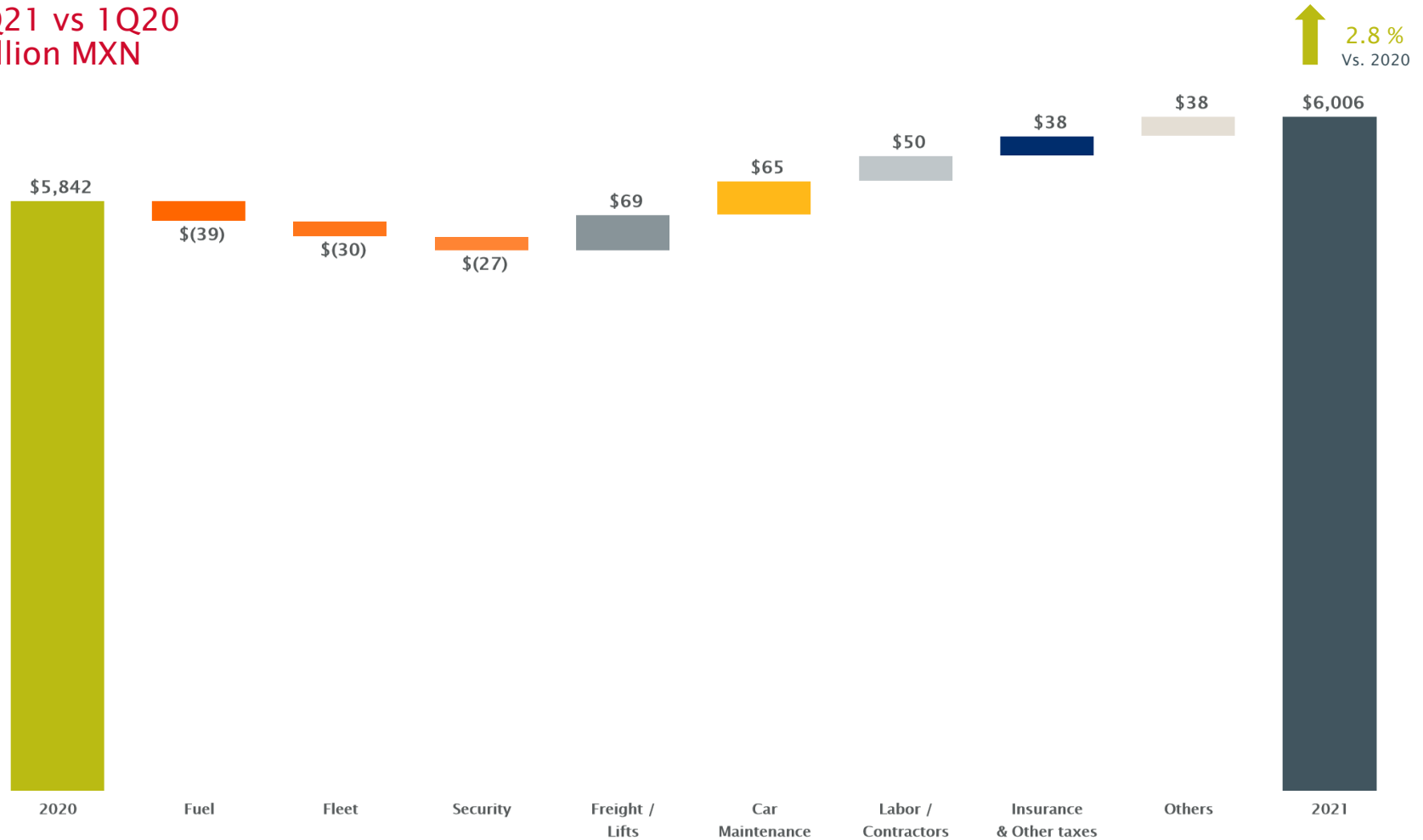
1st Quarter

Concept	GMXT		Variation	
	1Q 21	1Q 20	\$	%
Revenues	\$ 12,066	\$ 12,030	\$ 36	0.3%
Operating cost	6,006	5,842	164	2.8%
Administrative expenses	687	664	23	3.5%
Other (income) expense	(10)	(53)	43	(81.1)%
Total operating cost	\$ 6,683	\$ 6,453	\$ 230	3.6%
EBITDA	\$ 5,383	\$ 5,577	\$ (194)	(3.5)%
EBITDA margin	44.6%	46.4%	- 180 Bps	



Cost Breakdown

1Q21 vs 1Q20
Million MXN



Decrease:

- **Fuel:** Efficiency and price
- **Fleet:** Operative efficiency, fleet downsize

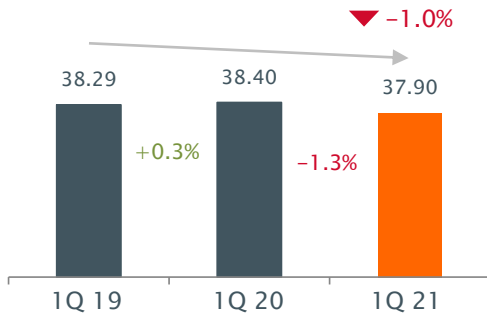
Increase:

- **Freight / Lifts:** Increase in first and last mile cost
- **Labor / Contractors:** Collective agreement
- **Car Maintenance:** Increase in cars repair that has been returned

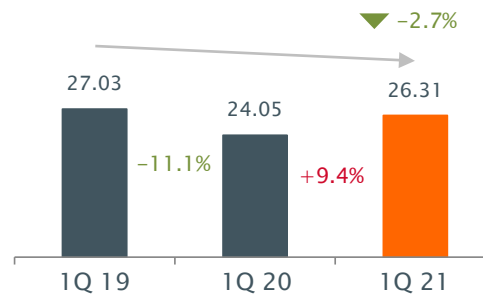
Operating Metrics

1Q 21 vs 1Q 19 (Jan-Mar)

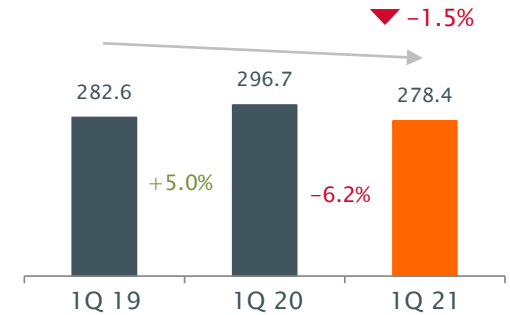
Average Train Speed
(km/hr)



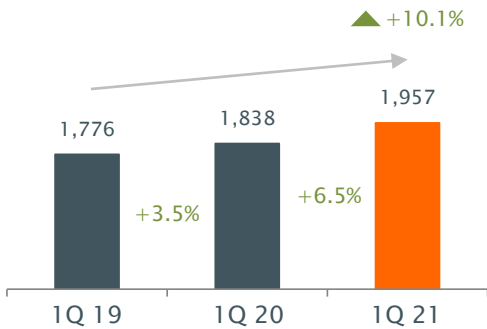
Dwell Time
(hours)



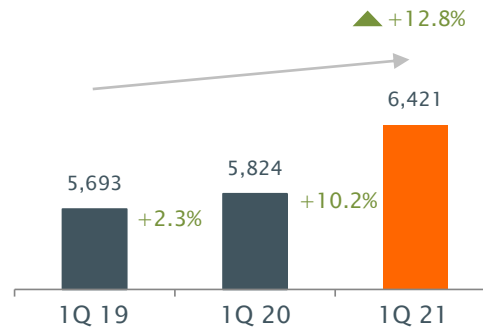
Cars Velocity
(km/Day)



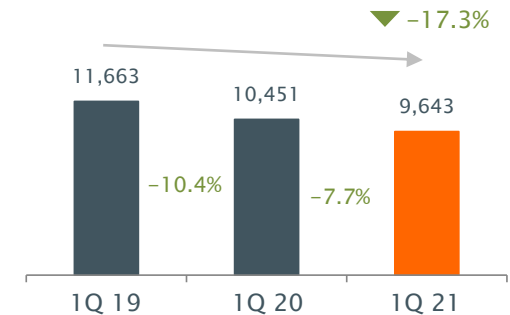
Average Train Length
(Meters)



Gross Tons per Train
(Tons)



Crew Starts
(average month)

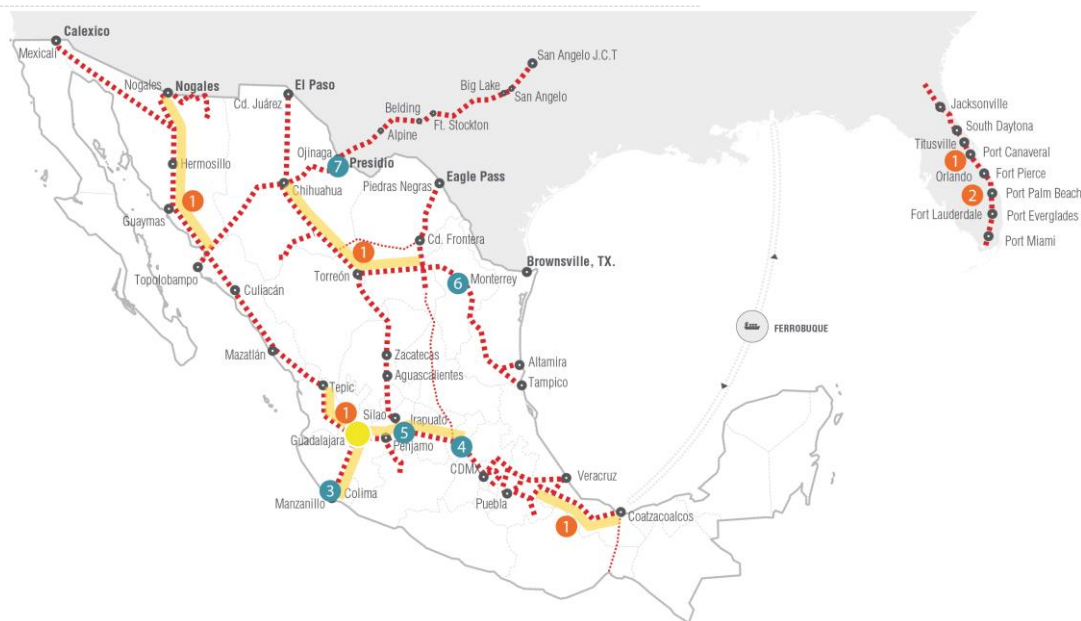


CAPEX GMXT-2021

(Million USD)

Description	CAPEX	Main Projects
MAINTENANCE	\$ 231.6	<ul style="list-style-type: none"> New Rail & Ties (1) Locomotive overhaul Rail maintenance Tools and equipment Bridges (2) Surfacing Track Equipment
GROWTH	\$ 72.4	<ul style="list-style-type: none"> M&S Project's Intermodal Terminal (3) Refined Products Terminal (4) Celaya Bypass (5) Monterrey Bypass (6) Chihuahua -Ojinaga Corridor Rehabilitation (7)
EFFICIENCY	\$ 54.3	<ul style="list-style-type: none"> Construction and reconfiguration of yards Construction/extension of sidings LNG Locomotives conversion Transportation Management System Double track Construction Trip Optimizer Equipment

\$ 358.3



Outlook 2021

Million USD

Volume Growth	5% - 7%
Revenue Growth	10% - 12%
CAPEX	\$358.3 Million USD

