# 2Q22 Results

July 27, 2022





## 2Q22 Highlights

## Highlights 2Q22 vs 2Q21





Volumes have returned stronger than Pre-COVID in most business units.



Revenue increased 4.1%.



MXN\$50cts/share dividend was approved by the Board.



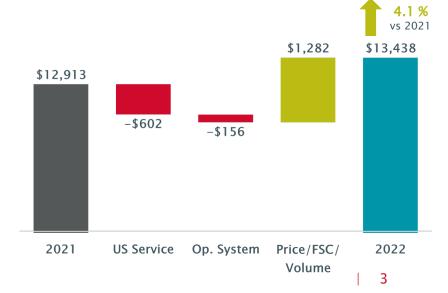
The second quarter of 2022, as well as the whole year are a new **record.** 



EBITDA increased 1% to MXN\$5,930 million.

#### Revenue 2Q22 Million MXN Others Cement 4% Metals 6% Agricultural Energy 27% 8% Automotive 8% Intermodal Chemicals 13% 8% Industrial

Revenue \$13,438 4.1%	(million MXN)	\$ / Carlo \$28 6.0%	ad (Thousand MXN)
	e (carloads)	NTK	\$ / NTK (MXN)
	475,028	15,890	\$0.85
	-1.9%	–10.2%	15.9%



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## Main Variations Revenue 2Q22

% Revenue Growth

		18%	Industrial: Market share gains after COVID, mainly in beer market in MX and US. And a recovery of new railcar export volumes had also a positive impact.
High	44%	18%	<b>Metals</b> : Increased share of MX imports and exports and more volume on both raw materials and finished products.
ingi.		13%	Minerals: Reactivated iron ore traffics in addition to operative efficiencies. Strong construction activity in Florida increased aggregate freight.
		11%	Chemicals: Increased volumes MX imports of plastic resins and basic chemicals.
Maaliuma		7%	Intermodal: Increase on volume gains in Mexican Domestic with double digit growth, partially offset by Cross Border negative performance due to supply chain congestion.
Medium 2	22%	5%	<b>Cement:</b> Increased MX export due to a recovery of the US construction industry, partially offset by interchange issues with FIT shortline.
		-1%	<b>Energy:</b> Volume decrease in refined product imports due to terminal and import permit cancelations, partially offset by an increase in fuel oil traffics.
Negative	33%	-2%	Agricultural: Supply chain congestion lead to a decrease in imports of shuttle trains of wheat and corn.
		-6%	<b>Automotive:</b> The global microchip shortage is still impacting manufacturers. Lack of empty railcars due to congestion in the network.

## Financial Breakdown

Million MXN

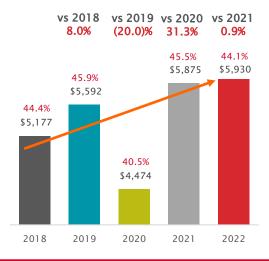
#### 2nd Quarter

Concept	GN	ихт			Variati	on
Concept	2Q 22		2Q 21		\$	%
Revenues	\$ 13,438	\$	12,913	\$	525	4.1%
Operating cost	6,886		6,398		488	7.6%
Administrative expenses	760		693		67	9.7%
Other (income) expense	(138)		(53)		(85)	160%
Total operating cost	\$ 7,508	\$	7,038	\$	470	6.7%
EBITDA EBITDA margin	\$ 5,930 44.1%	\$	5,875 45.5%	\$ -	55 140 Bps	0.9%
Net Income	\$ 2,033	\$	2,063	\$	(30)	(1.5)%
Net Income margin Earnings per Share	\$ 15.1% 0.4652	\$	<mark>16.0%</mark> 0.4721	- \$	90 Bps 0.0069	(1.5)%

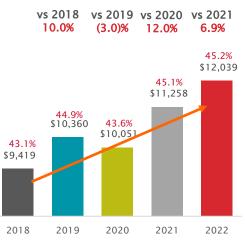
#### **Cumulative YTD**

Concept	GM 2022	IXT	2021		Variati \$	on %
Revenues	\$ 26,657	\$	24,979	\$	1,678	6.7%
Operating cost	13,330		12,404		926	7.5%
Administrative expenses	1,476		1,380		96	7.0%
Other (income) expense	(188)		(63)		(125)	198%
Total operating cost	\$ 14,618	\$	13,721	\$	897	6.5%
EBITDA EBITDA margin	\$ 12,039 45.2%	\$	11,258 45.1%	\$ +	781 10 Bps	6.9%
Net Income	\$ 4,044	\$	3,735	\$	309	8.3%
Net Income margin	15.2%		15.0%	+	20 Bps	
Earnings per Share	\$ 0.9254	\$	0.8547	\$	0.0707	8.3%

#### Historical EBITDA 2Q

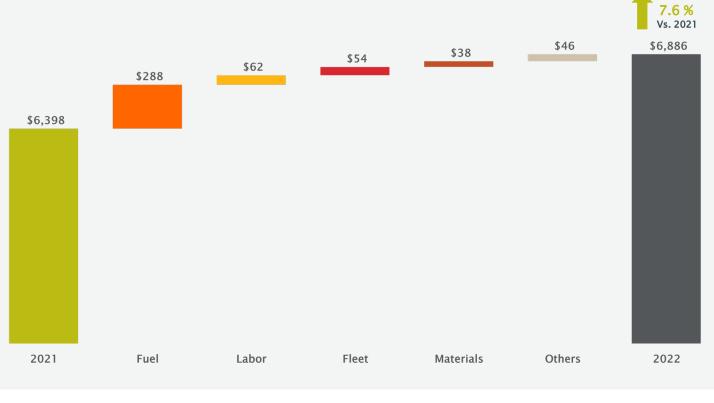


#### Historical EBITDA



### Cost Breakdown 2022 vs 2021 | Million MXN

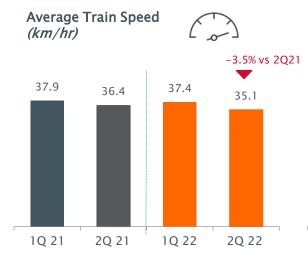




#### Increase:

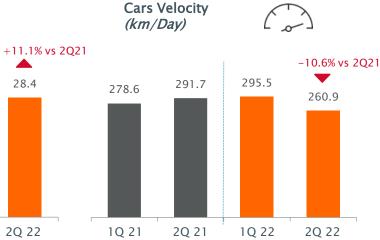
- Fuel: Due to price and volume increases
- Labor: Increase according to the collective agreements

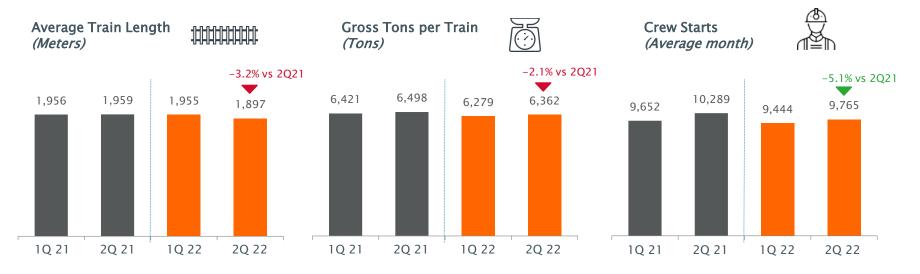
# Operating Metrics



Dwell Time (Hours)







### CAPEX GMXT – 2022 Million USD

Description	2022	Main Projects	
MAINTENANCE	\$ 291.3	<ul> <li>New Rail &amp; Ties (1)</li> <li>Locomotive Overhaul</li> <li>Rail maintenance</li> <li>Tools and equipment</li> </ul>	<ul><li>Bridges (2)</li><li>Surfacing</li><li>Track Equipment</li></ul>
GROWTH	\$ 115.9	<ul> <li>Celaya Bypass (4)</li> <li>Monterrey Bypass (5)</li> <li>Ojinaga - Presidio Corridor Rehabilitation (6)</li> </ul>	<ul><li>M&amp;S Project's</li><li>Intermodal Terminal (3)</li></ul>
EFFICIENCY	\$ 140.3	<ul> <li>Construction and reconfiguration of yards</li> <li>LNG Locomotives conversion</li> <li>Coatzacoalcos - Medias Aguas Double Track</li> </ul>	
	\$ 547.5		

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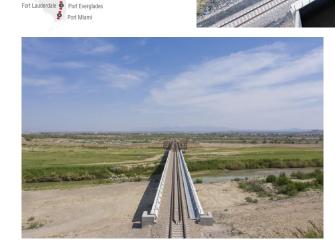
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Orlando







Q&A

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