

Total sales of \$9,545 million Pesos in 2013.
Debt Reduction by 12%. Capex of \$504 million Pesos.

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

Income Statement	4 Q	4 Q	
	2012	2013	Var %
Net Sales	2,436	2,513	3%
Cost of Sales	1,463	1,532	5%
Gross Profit	973	981	1%
Gross Margin	40%	39%	
Operating Expenses	580	645	11%
Operating Income	394	336	-15%
Operating Margin	16%	13%	
EBITDA	505	492	-3%
EBITDA Margin	21%	20%	
Comprehensive Financial Cost	130	57	-57%
Net Income	49	150	209%
Net Margin	2%	6%	

	2012	2013	Var %
	9,565	9,545	0%
	5,698	5,790	2%
	3,867	3,755	-3%
	40%	39%	
	2,226	2,389	7%
	1,640	1,366	-17%
	17%	14%	
	2,063	1,795	-13%
	22%	19%	
	213	372	74%
	872	630	-28%
	9%	7%	

	4 Q	4 Q	
	2012	2013	Var %
Export Sales	432	427	-1%

	2012	2013	Var %
	1,975	1,894	-4%

	DEC	DEC	
	2012	2013	Var %
Debt	5,839	5,149	-12%
Debt / EBITDA	2.8	2.9	
Investments	241	504	

Quarterly operating results 2012-2013

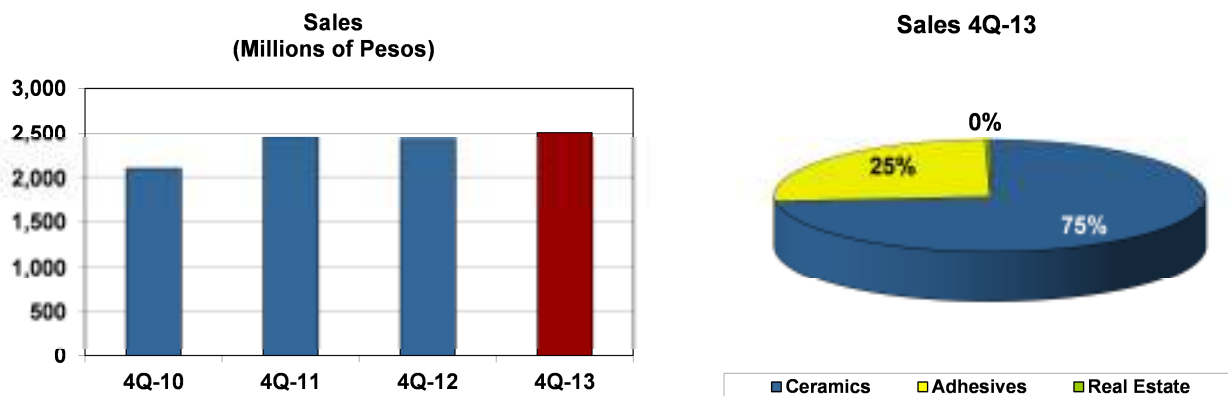
	1Q-12	2Q-12	3Q-12	4Q-12	1Q-13	2Q-13	3Q-13	4Q-14
Net Sales	2,349	2,354	2,426	2,436	2,357	2,367	2,309	2,513
Operating Income	371	402	446	394	364	333	305	336
% / Net Sales	16%	17%	18%	16%	15%	14%	13%	13%
Ebitda	453	516	560	505	447	412	415	492
% / Net Sales	19%	22%	23%	21%	19%	17%	18%	20%

San Pedro Garza García, Nuevo Leon, Mexico, February 27th, 2014. Grupo Lamosa, announces its results related to the fourth quarter of 2013.

Figures in million of Mexican Pesos. Figures may vary due to rounding.

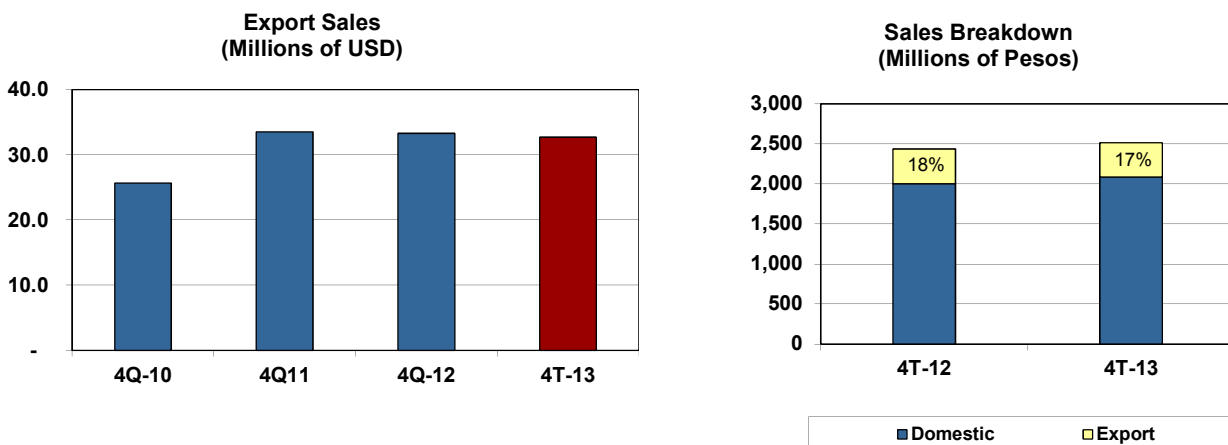
SALES

Total sales of Grupo Lamosa at the end of the fourth quarter of 2013 amounted to \$9,545 million Pesos, slightly lower than the \$9,565 million Pesos recorded during 2012. The lack of revenue growth was derived from the contraction of the housing construction sector in Mexico, due to a low economic growth environment and the under-spending of the public expenditure by the Federal Government.



EXPORT SALES

Export sales registered in 2013 stood at \$1,894 million Pesos, a 4% decrease than the \$1,975 million Pesos recorded in the previous year. This result was mainly due to the average appreciation of 2% of the Mexican Peso against the US dollar during the year, as well as lower sales to South America.



PERFORMANCE PER BUSINESS SEGMENT

	Ceramics			Adhesives			Real Estate			Total		
	2012	2013	Var	2012	2013	Var	2012	2013	Var	2012	2013	Var
Total Sales	7,217	7,121		2,345	2,380		8	47		10,509	11,289	
Intersegment Sales	0	0		-5	-3		0	0		-944	-1,744	
Net Sales	7,217	7,121	-1%	2,340	2,377	2%	8	47		9,565	9,545	0%
Ebit	1,090	795	-27%	566	580	3%	0	8		1,640	1,366	-17%
Dep.,Amort. & Others	361	359	-1%	43	42	-1%	-3	0		422	428	1%
EBITDA	1,451	1,154	-20%	608	623	2%	-3	8		2,063	1,795	-13%
%	20%	16%		26%	26%					22%	19%	

	Ceramics			Adhesives			Real Estate			Total		
	4Q-12	4Q-13	Var	4Q-12	4Q-13	Var	4Q-12	4Q-13	Var	4Q-12	4Q-13	Var
Total Sales	1,856	1,854		581	617		1	42		2,701	3,516	
Intersegment Sales	0	0		-2	-1		0	0		-265	-1,003	
Net Sales	1,856	1,854	0%	579	617	7%	1	42		2,436	2,513	3%
Ebit	258	145	-44%	138	163	19%	0	30		394	336	-15%
Dep.,Amort. & Others	112	137	22%	7	14	119%	-3	0		112	156	40%
EBITDA	371	282	-24%	144	178	23%	-2	30		505	492	-3%
%	20%	15%		25%	29%					21%	20%	

CERAMIC DIVISION

The ceramic division ended up the fourth quarter of 2013 with cumulative sales of \$7,121 million Pesos, which accounted for 75% of the Group's consolidated sales and a decrease of 1% when compared to sales in the fourth quarter of 2012.

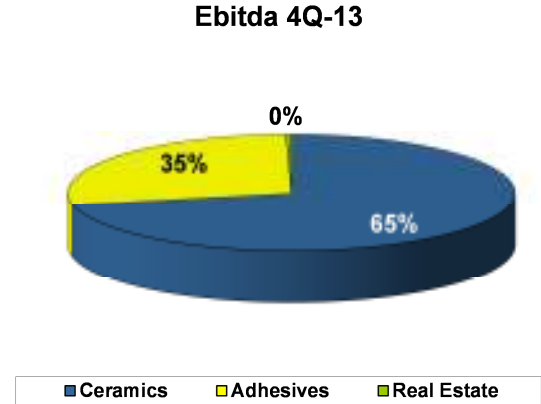
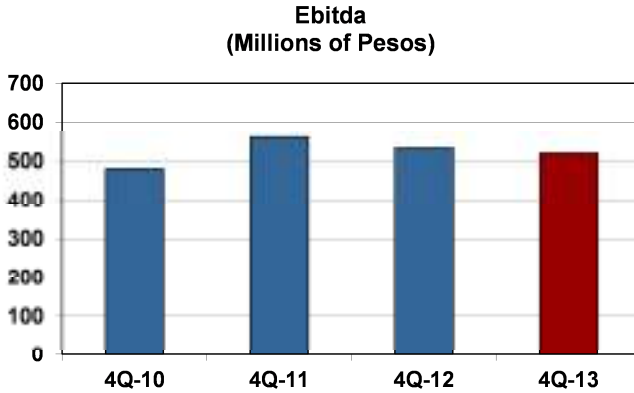
ADHESIVES DIVISION

Adhesives division achieved sales of \$2,377 million Pesos during the 2013, representing 25% of total sales and a growth of 2% in comparison to the sales recorded during the same period last year.

OPERATING INCOME

Operating income at the end of the 2013 totaled \$1,366 million Pesos, a 17% decrease when compared with the \$1,640 million Pesos recorded during 2012. Operating income was affected by the behavior of the average natural gas price, one of the main inputs of the company, which showed a significant increase of about 46% versus the 2012. Additionally, during 2013 were incurred non-recurring expenses in projects and programs to strengthen the brand value of Lamosa different divisions.

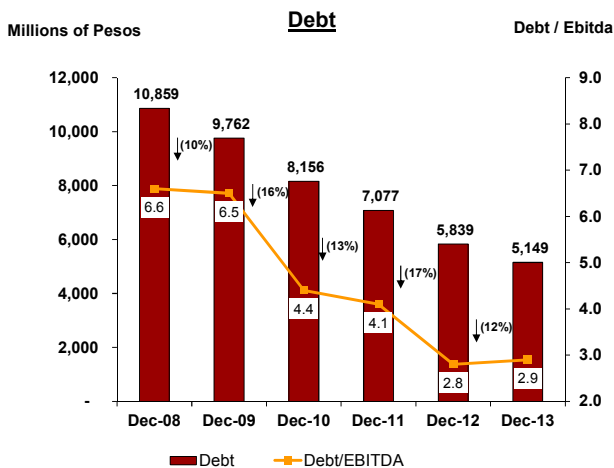
EBITDA in 2013 amounted to \$1,795 million Pesos, which represented 19% of total company's sales and a reduction of 13% when compared with the EBITDA of \$2,063 million Pesos recorded during the previous year.



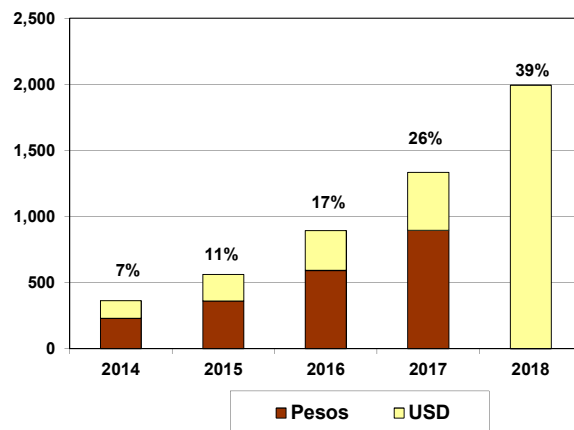
FINANCIAL PERFORMANCE

Flow generation allowed reducing the debt of the Company by 12%, ending 2013 with a debt of \$5,149 million Pesos and a ratio of net debt to EBITDA of 2.5 times. Similarly, throughout the year were incurred investments of \$504 million Pesos, mainly related to technological upgrading and expansion of production capacity.

The effort to reduce the debt of the company was reflected in a lower interest expense, showing a reduction of 33%, from \$506 million Pesos in 2012 to \$341 million Pesos in 2013. Despite this, the devaluation of the Mexican Peso against the US dollar at the end of the year, resulted in an exchange loss of \$27 million Pesos, an amount that compares unfavorably with the foreign exchange gain of \$281 million Pesos posted in 2012, and implied that the comprehensive financing cost will increase by 74%, to \$372 million Pesos at the end of 2013 compared to \$213 million Pesos recorded in 2012.



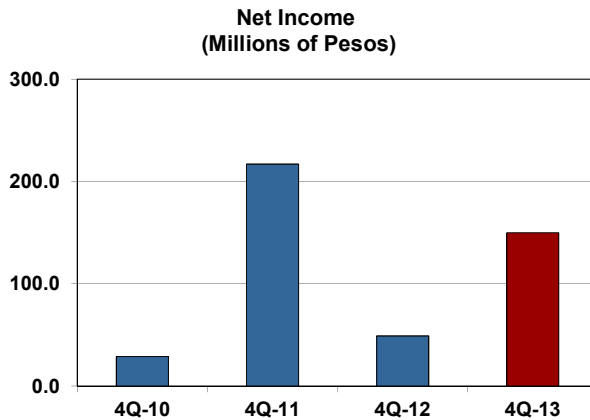
Debt Maturity Profile Dec-13
(Millions of Pesos)



Currency Mix 40% 60%

NET INCOME

The minor tax burden recorded during the year, the lower operating results and the increase in the comprehensive financing cost, negatively impacted the net profit of the company at the end of 2013. Net income amounted to \$630 million in 2013, representing 7% of total sales and showing a reduction of 28% compared to net income of \$872 million Pesos posted in 2012.



Net Comprehensive Financial Cost			
	<u>2012</u>	<u>2013</u>	<u>VAR</u>
NET FINANCIAL EXPENSE	476	328	-31%
EXCHANGE (GAIN) LOSS	(281)	27	-110%
OTHERS	18	17	-7%
	213	372	74%

Despite the economic slowdown and the contraction of the building sector in Mexico during 2013, the outlook for the future could be promising given the several structural reforms approved by the Federal Government and its impact to increase the economic growth in Mexico.

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