

Carlos Jacks
Investor Relations
52 (8) 328 -3393
cjacks@cemex.com



Amy Figueroa, CFA
Analyst Relations
(212) 317-6008
afigueroa@cemex.com

CEMEX homepage: <http://www.cemex.com>

1998 Fourth Quarter Results

EBITDA Increases 25% and Cash Earnings 45% in US Dollar Terms

- Net sales increased 9% in real terms to Ps. 10.856 billion during the fourth quarter of 1998 versus the same quarter of 1997. Net sales also increased 11% for the full year of 1998 to Ps. 42.720 billion. In dollar terms, net sales increased 11% in the fourth quarter to US\$1.097 billion and 14% for the full year to US\$4.315 billion.
- Operating margin was 27.5% during the fourth quarter, versus 23.9% for the year ago period. The operating margin for the full year was 27.3% as compared to 23.6% in 1997. Operating income increased 24% to Ps. 2.980 billion (US\$301 million) in the fourth quarter 1998 and 28% for the full year to Ps. 11.660 billion (US\$1.178 billion).
- EBITDA increased 22% in real terms during the fourth quarter to Ps. 3.804 billion. In dollar terms, EBITDA grew 25% to US\$384 million during the fourth quarter as compared to US\$307 million during the same period a year ago. EBITDA from January to December 1998 grew 21% to Ps. 14.697 billion (US\$1.485 billion).
- Cash earnings (EBITDA less net interest expense) in the fourth quarter grew 42% in real terms versus the prior year, to Ps. 2.766 billion (Ps. 4.52 per ADR), or 45% in dollar terms to US\$279 million (US\$0.46 per ADR). For the year, cash earnings increased 40% to Ps. 10.263 billion (Ps. 16.79 per ADR) or 44% in dollar terms to US\$1.037 billion (US\$1.70 per ADR). The ADR ratio is 2:1 per ordinary share. Excluding shares held in trust for equity swaps, the average number of ordinary shares outstanding during the quarter totaled 1,223 million.
- Majority net income during the fourth quarter of 1998 increased 78% to Ps. 3.287 billion (including monetary position gains of Ps. 1.389 billion) or US\$332 million. Net income during the same period of 1997 was Ps. 1.849 billion (including monetary position gains of Ps. 1.279 billion) or US\$182 million. For the full year 1998, majority net income was Ps. 7.952 billion or US\$803 million (including monetary position gains of Ps. 5.582 billion). Majority net income for the full year 1997 was Ps. 7.725 billion or US\$761 million (including monetary position gains of Ps. 5.859 billion).
- Earnings per ADR in the fourth quarter was Ps. 5.38 (US\$0.54), versus Ps. 3.02 (US\$0.30) during the same period a year ago. For the full year 1998, net income per ADR was Ps. 13.00 (US\$1.31), versus Ps. 12.50 (US\$1.23) in 1997.
- For the year, Free Cash Flow totaled Ps. 5.891 billion (Ps. 9.62 per ADR), a 73% increase from last year. In dollar terms, free cash flow grew 78% to US\$595 million (US\$0.97 per ADR).
- Interest plus Preferred dividend coverage (EBITDA before operating lease payments and cost restatements for inflation divided by interest expense plus dividend on Preferred Capital Securities) was 3.03 times for the trailing twelve months versus 2.41 times a year ago. Leverage as defined by Net Debt to Trailing Twelve Month EBITDA declined to 3.09 times versus 3.97 times at the end of 1997.
- Net debt (on-balance sheet debt plus equity obligations minus cash and cash equivalents) was US\$4.585 billion at the end of the fourth quarter of 1998, US\$153 million less than at the end of the fourth quarter 1997.
- For the full year 1998 CEMEX's consolidated cement volumes increased 3% (domestic volumes increased 8% and export volumes decreased 29%) while ready-mix volumes increased 18%.

Consolidated Results (in real terms)

Monterrey, N.L., Mexico, February 16, 1999, CEMEX, S.A. de C.V. (OTC: CMXBY) announced today fourth quarter 1998 results:

Net sales increased 9% in real terms to Ps. 10.856 billion during the fourth quarter of 1998 versus the same quarter of 1997. This increase was attributable to strong pricing and higher domestic demand in many of the Company's markets. In dollar terms, net sales increased 11% in the fourth quarter to US\$1.097 billion.

North America represented 59% of fourth quarter net sales, South America & the Caribbean 21% and Europe and Asia 20%.

CEMEX **consolidated cement volumes** remained flat versus the fourth quarter a year ago (domestic volumes increased 2% and export volumes decreased 22%), while **ready-mix volumes** increased 8%. For the full year 1998, CEMEX consolidated cement volumes increased 3% (domestic volumes increased 8% and export volumes decreased 29%) while ready-mix volumes increased 18%.

Operating income increased 24% in real terms to Ps. 2.980 billion for the quarter and increased 28% in dollar terms to US\$301 million. **Operating margin** in the fourth quarter increased to 27.5% from 23.9% last year, attributable to strong pricing.

EBITDA in the quarter was Ps. 3.804 billion, an increase of 22% in real terms over the fourth quarter of 1997 due to stronger prices and lower costs in most operations. In dollar terms, EBITDA reached US\$384 million, a 25% increase over the US\$307 million reported during last year's fourth quarter. **EBITDA margin** was 35.0% in the quarter versus 31.1% in the fourth quarter of 1997.

In the fourth quarter, North America represented 65% of total EBITDA, South America & the Caribbean 17% and Europe and Asia 18%.

EBITDA, with respect to the CEMEX Group, equals operating income before amortization expense plus depreciation. Amortization of goodwill is not included in operating income, but instead recorded in other income (expense) below the operating line. EBITDA does not include certain extraordinary income and expenses, which are not included in operating income under Mexican GAAP.

Cash earnings (EBITDA less net financial expenses) were Ps. 2.766 billion (Ps. 4.52 per ADR) in the quarter, 42% higher in real terms. In dollar terms, cash earnings increased 45% to US\$279 million (US\$0.46 per ADR) from the fourth quarter of 1997.

Fourth quarter **interest expenses** were Ps. 1.147 billion, an 11% decrease over the same period in 1997. In dollars, interest expenses were US\$116 million, an 8% decrease versus the fourth quarter of 1997.

Net Foreign Exchange Gain (Loss) in the fourth quarter was a gain of Ps. 189 million, a significant change versus the loss of Ps. 166 million reported during the fourth quarter of 1997, principally due to the appreciation of the Mexican Peso versus the US Dollar during the fourth quarter 1998.

A **net monetary position gain** of Ps. 1.389 billion was recognized during the fourth quarter, an increase of 9% in real terms versus the comparable period a year earlier. The weighted average inflation factor used in the fourth quarter to calculate the net monetary position gain was 3.50%.

Other Expenses and Income was an expense of Ps. 256 million versus an expense of Ps. 202 million during the fourth quarter of 1997. Most of this increase was attributable to a lower mark to market valuation on Banacci shares. In cash, this account reflected an income in the fourth quarter of 1998 of Ps. 30 million or US\$3 million.

Cash tax paid during the fourth quarter of 1998 was approximately Ps. 80 million (US\$8 million). The **total effective tax rate** was (0.1%) in the quarter and 7.4% for the entire year.

Minority interest declined 82% to Ps. 30 million in the quarter in real terms from Ps. 166 million in the fourth quarter of 1997, due principally to losses in the Colombian operations.

North America Region

Mexico (Constant Pesos)

In the following section we analyze the results of our businesses in Mexico on a proforma basis, but only the operational aspects as a business unit rather than an independent company. For this reason we do not analyze the remaining items in the financial statements and these figures are not included in the tables.

Net sales during the fourth quarter were Ps. 5.140 billion, an increase of 16% compared with the equivalent period in 1997 due primarily to stronger domestic cement volumes and prices. In dollar terms, net sales increased 12% to US\$519 million.

The breakdown of total sales in Mexico during the fourth quarter was as follows: 67% from domestic cement sales, 20% from ready-mix sales, 4% from exports and 9% from tourism and others.

Domestic grey cement volume increased 6% in the fourth quarter of 1998 versus 1997, while **ready-mix volumes** increased 14% driven by private sector demand.

CEMEX's **average realized grey cement price** (invoice) in Mexico during the fourth quarter increased 8% versus the fourth quarter of 1997 in constant peso terms. In dollar terms, prices rose 5% versus the same period a year ago.

The **average ready-mix price** increased 10% in constant peso terms and increased 6% in dollar terms over the fourth quarter 1997.

During the fourth quarter, both domestic cement and ready-mix volumes remained strong due to the solid Mexican cement market. In the last three months of 1998, private investment and domestic consumption drove cement volumes. CEMEX has also entered new markets with lower, but consistent ready-mix volume demand, and has developed new products for urban pavements.

Total export volumes declined 37% during the quarter compared with the fourth quarter of 1997, principally due to the elimination of exports to Southeast Asia following the Asian economic crisis. Exports from Mexico during the quarter were distributed as follows:

Central/South America: 22% The Caribbean: 25% North America: 53%

The **average cash cost of goods sold** per ton in the fourth quarter of 1998 decreased 17% in constant peso terms versus the fourth quarter of 1997. The 14% reduction in variable costs was primarily due to lower energy costs, while the 25% reduction in fixed costs was lead by lower maintenance costs. In dollar terms, cash costs decreased 20% versus the year ago period.

Operating income was Ps. 2.076 billion, 36% higher than the same quarter a year ago. **Operating margin** in Mexico increased to 40.4% during the period from 34.4% in 1997.

EBITDA in Mexico increased 40% in constant peso terms to Ps. 2.440 billion in the fourth quarter and in dollar terms grew 35% to US\$246 million. **EBITDA margin** was 47.5% in the fourth quarter of 1998 versus 39.3% a year ago.

United States (US Dollars)

For analysis purposes, CEMEX USA's figures are presented in dollars. In the consolidation process, CEMEX USA's figures are converted into pesos and to Mexican GAAP. Cement and aggregate volumes and prices have been converted from short tons to metric tons using 1.102311 short tons per metric ton, and ready-mix volumes from cubic yards to cubic meters using 1.3079 cubic yards per cubic meter.

Net sales in the United States operations during the fourth quarter of 1998 were US\$145 million, a 33% increase over the same period a year ago from stronger prices and volumes for both cement and ready-mix.

Cement sales volume increased by 30% during the fourth quarter of 1998 as compared to the same period in 1997. Demand is expected to remain strong going forward due to recent federal legislation (TEA 21-Transportation Equity Act for the Twenty First Century) which will significantly increase federal funding for highway

construction over the next six years. **Ready-mix volumes** increased 17% and **aggregates volumes** increased 50% over the same period a year ago.

Average realized cement prices increased 13% in the fourth quarter versus the same period in 1997 as local cement producers are operating at capacity. **Average ready-mix prices** during the quarter increased 7% versus a year ago, while the **average price of aggregates** increased 4%.

Operating margin increased to 16.1% in the fourth quarter from 5.7% in 1997 due to a more favorable pricing environment and lower operating costs as a percentage of sales.

Operating income in the fourth quarter of 1998 was US\$23 million, 276% higher than the fourth quarter of 1997.

EBITDA increased 172% to US\$28 million from US\$10 million for the same period a year ago. **EBITDA margin** increased to 19.1% from 9.4% in the in the fourth quarter of 1997.

South America & the Caribbean Region

Venezuela (Constant Bolivars)

For analysis purposes, Vencemos' figures are presented in constant Bolivars considering Venezuelan inflation. When consolidated into CEMEX's results, these figures are converted into Dollars and then into Pesos and Mexican GAAP.

During the fourth quarter of 1998, **net sales** in Venezuela were Bs. 66.993 billion. This represents a 12% decrease in constant Bolivar terms over the same period in 1997 and was due primarily to lower prices in constant Bolivar terms as well as lower domestic cement volumes. In dollar terms, net sales increased 2% to US\$119 million for the same period.

Domestic cement volume decreased 3% in the quarter compared to the fourth quarter of 1997, principally driven by private sector demand. **Ready-mix volume** increased 1% supported by participation in a railroad concession project. Momentum from previously financed and ongoing construction projects continues to positively affect cement demand.

The volume of **exports** from Venezuela fell 12% during the fourth quarter as compared to same period a year ago and in the period comprised 47% of total sales volumes versus 49% a year ago. Exports during the quarter were distributed as follows:

North America: 69% **The Caribbean & Central America: 17%** **South America: 14%**

Domestic cement prices and **ready-mix prices** declined by 7% and 1% respectively, in constant Bolivar terms, when compared with the fourth quarter of 1997. In dollar terms, cement and ready-mix prices increased 8% and 14%, respectively, as inflation between December 1997 and December 1998 was approximately 30%, while the Bolivar devalued only 12% during the period.

The average **cash cost of goods sold** per ton increased 10% in constant Bolivar terms in the fourth quarter of 1998 compared to the fourth quarter of 1997. Fixed costs per ton increased 20% from higher salaries and replacement part costs. Variable costs per ton decreased 6% due to lower raw material costs. In dollar terms, the cash cost per ton increased 27% versus the same period a year ago.

Operating margin decreased to 27.7% in the fourth quarter from 32.7% in the prior year. **Operating income** was Bs. 18.560 billion, 26% lower in constant Bolivar terms than the fourth quarter last year.

EBITDA was Bs. 24.664 billion for the quarter, a 22% decrease over the same period in 1997. In dollar terms, EBITDA decreased 9% to US\$44 million. The **EBITDA margin** was 36.8% in the fourth quarter of 1998 versus 41.2% in 1997.

Colombia (Colombian pesos)

For analysis purposes, Diamante's figures are presented in constant Colombian pesos. When consolidated into CEMEX's results, these figures are converted into dollars and then into Mexican pesos and Mexican GAAP.

Net sales of the Colombian operations, in constant Colombian pesos, were CPs. 83.042 billion (US\$54 million), 45% lower as compared to the fourth quarter of 1997.

Unfavorable economic conditions continue to impact the Colombian construction sector where cement demand remains depressed. In the fourth quarter of 1998 the average price of cement was approximately 6% lower in dollar terms versus the year ago period. However, prices have been recovering since the third quarter of 1998 and are close to the pricing level established in the first quarter of 1998.

Operating margin was 5.4% in the fourth quarter on an **operating profit** of CPs. 4.512 billion. This compares to an operating margin of 19.6% and operating income of CPs. 29.611 billion a year ago.

EBITDA was CPs. 26.289 billion (US\$17 million) in the fourth quarter of 1998, a decrease of 52% versus the same period in 1997. **EBITDA margin** decreased from 35.9% last year to 31.7% in the fourth quarter of 1998.

Europe and Asia Region

Spain (Pesetas)

For analysis purposes, Spanish results are presented in pesetas. When consolidated into CEMEX's results, these figures are converted into dollars and then into pesos under Mexican GAAP.

The Spanish operations reported **net sales** of Ptas. 30.668 billion during the fourth quarter, an 11% increase compared with the same period in 1997. This increase was due primarily to stronger prices and significant growth in domestic cement and ready-mix volumes. Considering the sale of the Andalusian assets in November, on a like-like basis sales grew 15% versus the same period in 1997 in peseta terms.

Domestic cement volume increased 8% and **ready-mix volume** 12% during the fourth quarter of 1998 compared to the same period of 1997, as the Spanish economy continued its healthy performance. Building activity continues to improve due to decreasing interest rates and higher employment rates. In particular, the housing sector remains strong and non-residential construction continues to improve, primarily in industrial projects and new office space. At the same time, civil engineering has started to show a very positive impact on the construction sector.

The reduction in imports into Spain caused by a weaker Peseta versus the dollar has begun to stabilize. This reduction, which began in early 1997, has had a positive impact on CEMEX's market share in Spain. Imports, which would have otherwise been sold in Valenciana's coastal markets, have been replaced by Valenciana and other Spanish producers.

Exports from CEMEX Spain decreased 2% in the fourth quarter compared to the fourth quarter of 1997, distributed as follows:

North America: 70% Africa: 9% Europe & the Middle East: 21%

The average **domestic price for cement** increased 4% in peseta terms, when compared with the same period of the previous year, and increased 9% in dollar terms due to the appreciation of the Peseta. The **average price for ready-mix** during the period increased 4% in peseta terms and increased 9% in dollar terms.

The average **cash cost of goods sold** per ton decreased 1%, in Peseta terms, in the fourth quarter of 1998 versus 1997. Fixed costs per ton in Peseta terms increased 13% from higher spare part and labor costs. Variable costs per ton decreased by 9% in Peseta terms due primarily to lower fuel and electricity costs. In dollar terms the cash cost of goods sold per ton increased 6% year over year.

Operating income in the fourth quarter was Ptas. 8.350 billion, 50% higher than in 1997. **Operating margin** was 27.2% as compared to 20.2% in the same period a year ago.

EBITDA increased 19% year over year to Ptas. 10.916 billion. In dollar terms, EBITDA grew 27% to US\$77 million in the fourth quarter of 1998, while **EBITDA margin** increased to 35.6% versus 33.3% a year earlier. Considering the sale of the Andalusian assets in November, on a like-like basis EBITDA grew 26% versus the same period in 1997 in peseta terms.

Philippines

At December 31, 1998, the investment in Rizal Cement Co. was accounted under the purchase method and only the balance sheet is included in the CEMEX's consolidated financial statements with figures at November 30, 1998. At December 31, 1997, the 30% investment in Rizal was accounted under the equity method, reflecting an investment of Ps. 432 million in the Investment in Associated Companies account which is part of Other Assets.

Financial Position and Activities

	<u>12/31/98</u>	<u>09/30/98</u>	<u>12/31/97</u>
Interest Coverage (LTM)	3.03	2.85	2.41
Interest Expense plus Cash Tax Coverage (LTM)	2.74	2.52	2.28
Leverage (Net Debt / EBITDA –LTM-)	3.09	3.45	3.97
Net Debt (USD billion)	4.585	4.642	4.738
Total Debt plus Equity Obligations (USD billion)	4.992	5.063	5.118
On-Balance Sheet Debt (USD billion)	4.242	4.325	4.618
Equity Obligations (USD million)	750	738	500
Short Term Debt	26%	15%	14%
Long Term Debt	74%	85%	86%
Denomination	97%USD, 2%Ptas	95%USD, 4%Ptas	95%USD, 4%Ptas
Average Cost	8.1%USD, 4.5%Ptas	8.1%USD, 4.9%Ptas	8.2%USD, 5.6%Ptas

Note. For the calculation of Net Debt, Net Debt to EBITDA, Interest Coverage, and Interest Expense plus Cash Tax Coverage, the Company is conservatively adding the Preferred Capital Security (US\$250 million) because of the Put option to CEMEX in 2005 under the structure. Net debt is defined as on-balance sheet debt plus equity obligations minus cash and cash equivalents. LTM represents "Latest Twelve Months."

(USD million)	<u>Jan 98-Dec 98</u>	<u>IVQ-98</u>
EBITDA	1,485	384
- Net Interest Expense	448	105
- Capital Expenditures	320	59
- Working Capital Investment	35	6
- Taxes and Dividends	<u>87</u>	<u>8</u>
Free Cash Flow	595	206

Principal uses of 1998 fourth quarter Free Cash Flow were strategic investments (US\$262 million), share purchases -CEMEX and other subsidiaries- (US\$84 million) and a reduction of US\$57 million in Net Debt. In addition to the free cash flow, CEMEX sold some cement assets in Spain for about US\$280 million.

US\$490 Million Drawn Down of Revolving Credit Facility

During the fourth quarter, CEMEX drew down US\$490 million of the US\$600 million Revolving Credit Facility to mitigate the refinancing risk of short-term debt at the Holding Company. The proceeds, which were received on October (US\$300 million) and on December (US\$190 million), can be converted in May 1999 into a medium-term loan with a final maturity in May 2001.

Hedging Activities

To actively manage interest rate, currency and employee stock options exposures arising in the ordinary course of business, CEMEX has entered into financial arrangements in the derivatives and swaps markets. At the end of the fourth quarter of 1998, the outstanding transactions have been designated for either interest rate or capital hedges.

The financial effect of these operations is reflected as either part of interest expense or stockholders equity, as appropriate.

Strategic Developments

Conclusion of Tender Offers in Colombia, Mexico and Indonesia

Colombia: On December 22, 1998, CEMEX acquired an additional 25.42% stake in its Colombian subsidiary Cementos Diamante through a public tender offer of CPs. 3,000 per share, for a total of US\$47 million. In addition, on January 29, 1999, CEMEX, through its subsidiary in Spain, made a capital injection to Diamante for a total of US\$90 million. After the completion of these transactions CEMEX increased its ownership as follows (the total number of preferred shares of Diamante remained unchanged):

	<u>Nov/98</u>	<u>Dec/98</u>	<u>Jan/99</u>
Ordinary Shares (million)	94.14	94.14	128.65
CEMEX Ordinary Share Ownership	65.3%	90.7%	93.2%
CEMEX Total Share Ownership	56.4%	78.3%	83.5%

Mexico: On January 22, 1999, CEMEX, through a public tender offer of Ps 63.25 per share, secured an additional 0.33% stake in Tolmex, S.A. de C.V. for a total of US\$8.2 million. This investment increased CEMEX's interest in Tolmex to 99.64%. Tolmex is one of the major Mexican subsidiaries of CEMEX.

Indonesia: On January 4, 1999, CEMEX secured an additional 6% stake in PT Semen Gresik through a public tender offer for US\$1.38 per share, for a total of US\$49.1 million. This investment increased CEMEX's interest in Gresik to 22%. Gresik has 20.1 million metric tons of cement production capacity and is the market leader in Indonesia.

Increased Participation in the Philippine Cement Market

During the fourth quarter CEMEX increased its investment in Rizal Cement Co. (Rizal), a Philippines based cement manufacturer. CEMEX acquired the economic rights of an additional 40% interest in Rizal for a total consideration of US\$128 million. CEMEX had already acquired a 30% participation in the paid in capital of Rizal, in a transaction concluded in October 1997. The investment was made in conjunction with Philippine investors. As part of the agreement, and subject to nationality requirements, CEMEX will have the right to designate the majority of the members of the board of directors of Rizal. Rizal has 2.8 million metric tons of cement production capacity and also has US\$31 million in debt.

In addition, on January 10, 1999 CEMEX reached an agreement with JG Summit Holdings, Inc., a Philippine public company, to invest in APO Cement Corporation. CEMEX plans to acquire a 99.9% interest in APO in conjunction with Philippine investors through a Philippine company. As part of the agreement, and subject to nationality requirements, CEMEX will have the right to designate the members of the board of directors of APO. With a planned investment of US\$400 million, CEMEX will obtain the economic rights of 99.9% of APO's paid in capital. Including an expansion that will be operational in the first half of 1999, the company has 3.0 million metric tons of cement production capacity. APO has US\$100 million in debt.

These transactions would allow CEMEX to increase its presence in the Philippine cement market, consolidating the company's position as the country's second largest cement producer.

Sale of Andalusian Cement Assets

On November 16, 1998 CEMEX, S.A. de C.V., through its subsidiary in Spain, Valenciana de Cementos, sold its operations of the Alcalá de Guadaira Plant in Seville, Spain, to the Spanish Grupo Valderrivas Corporation. The amount of the transaction was Ptas. 39 billion (approximately US\$280 million). This sale represents 11% of CEMEX' operations in Spain. The plant has an installed production capacity of one million metric tons of cement

per year. The transaction also includes the sale of the ready-mix concrete, mortar and aggregates plants in Andalucía and Extremadura.

This sale allows CEMEX to continue being the leader in the Spanish market and to maintain its economies of scale and efficient logistics.

Year 2000 Issues Addressed

In January 1997 CEMEX launched a company-wide program called "CEMEX 2000". The objective of this program is to assure continuous business operation on the year 2000 and beyond, through the preparation of sensitive business areas to the Year 2000 Problem (Y2K). This preparation includes information technology, manufacturing technology and the extended business network. The program has been reviewed by IBM Global Services in order to identify areas of opportunity for process improvement and to reduce business risk. TAVA Technologies is providing assistance in the preparation of the manufacturing technology, the identification of potential problems and in the implementation of solutions in our plants.

CEMEX's Y2K solution includes improvement of business practices and the replacement of certain technologies worldwide to provide benefits in the future. As part of the program, CEMEX has also implemented a continuous follow-up plan to monitor the progress of its most important suppliers, customers, financial institutions and government. As of December 1998, the total amount executed has been approximately US\$13 million. The budget for executing this company-wide effort is expected to reach an estimated total cost of US\$43 million.

The program is currently in the implementation and testing phases and is expected to be completed by mid-year 1999. The scope of the program also includes the implementation of selective contingency plans that support the continuous operation of the core business processes.

Equity Related Information

The breakdown of the average number of shares outstanding for the fourth quarter of 1998 is as follows:

Average number of shares outstanding	1,222,747,946
CEMEX A shares	449,404,847
CEMEX B shares	375,541,909
CEMEX CPO shares	397,801,190
Average number of shares held in trust for equity swaps	
CEMEX B shares	17,691,247
CEMEX CPO shares	17,975,105

Change in period end shares outstanding as of December 31, 1998:

Number of shares outstanding as of September 30, 1998	1,223,229,203
Change in the number of total shares subscribed and paid between periods resulting from the exercise of stock options	6,035
Decrease (Increase) in CEMEX shares held at subsidiaries <i>(including change in number of shares held in trust for equity swaps)</i>	<i>(7,774)</i>
Number of shares outstanding as of December 31, 1998	<u>1,223,227,464</u>

Employee Stock Options

In 1995, the Company adopted a stock option plan under which the Company is authorized to grant, to directors, officers and other employees, options to acquire up to 72,100,000 CEMEX B shares. As of December 31, 1998 options to acquire a total of 29,399,064 shares remain outstanding, distributed as follows:

- 25,971,440 with a weighted average strike price of Ps. 31.48 per share, an average time to full vesting of 1.2 years and an average maximum exercisable period of 7.5 years. Of this amount, 36% are fully vested with a weighted average strike price of Ps. 26.69 per share.
- 3,427,624 options for which the share price must reach a 12 month average price, in dollars terms, of US\$9.62 per share by the end of 2002 to fully vest.

Under these types of programs, the company is not required to register a liability for the options.

As of December 31, 1998, the Voluntary Employee Stock Option Plan (VESOP) is composed of 1,049,125 five-year options on CEMEX B shares and 14,255,000 five-year options on CEMEX CPO shares, both with an escalating strike price indexed quarterly in dollar terms reflecting market funding costs for this fully hedged program.

ANNOUNCEMENT

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Please fax this form to Beate Melten of CEMEX NY Office at (212) 317 -6047.

CEMEX, S.A. DE C.V. AND SUBSIDIARIES
Consolidated Figures
(Convenience translation in thousands of dollars)*

FINANCIAL INDICATORS**	January - December		%	Quarters		%
	1998	1997	Var.	IV 1998	IV 1997	Var.
Operating Margin	27.3%	23.6%		27.5%	23.9%	
EBITDA Margin	34.4%	31.5%		35.0%	31.1%	
Interest Coverage ⁽²⁾	3.03	2.41	(1)	3.23	2.49	
Interest + Cash Tax Coverage ⁽³⁾	2.74	2.28	(1)	3.03	2.21	
Net Debt / EBITDA ⁽⁴⁾	3.09	3.97	(1)			
Debt / Total Capitalization (Covenant)	46.6%	49.6%				
Net Return on Equity ⁽⁵⁾	19.7%	13.4%	(1)			
Gross Return on Operating Assets ⁽⁶⁾	15.8%	12.6%	(1)			
EBITDA per Share ⁽⁷⁾	1.21	0.97	26%	0.31	0.25	25%
Cash Earnings per Share ⁽⁷⁾	0.85	0.58	45%	0.23	0.16	45%
Free Cash Flow per Share ⁽⁷⁾	0.49	0.27	79%	0.17	0.12	42%
Earnings per Share ⁽⁷⁾	0.66	0.62	7%	0.27	0.15	82%
Share Price Series "A" (End of period)	2.19	4.48	(51%)			
Share Price Series "B" (End of period)	2.51	5.32	(53%)			
Share Price Series "CPO" (End of period)	2.16	4.51	(52%)			
Consolidated Cement Volume (Thousands of Met. Tons)	39,136.3	38,122.3	3%	9,630.9	9,661.6	(0%)
Consolidated Ready-mix Volume (Thousands of m3)	14,628.0	12,392.3	18%	3,633.1	3,370.7	8%

SUBSIDIARY VOLUMES (Variation)	January - December	Quarters	Quarters
	1998 - 1997	IV 1998 - IV 1997	IV 1998 - III 1998
MEXICO	(3%)	(1%)	(4%)
Domestic (Met. Tons, Grey Cement)	7%	6%	(2%)
Exports (Met. Tons)	(45%)	(39%)	(21%)
Ready-mix (m3)	27%	14%	3%
USA			
Domestic (Met. Tons)	21%	30%	(7%)
Ready-Mix(m3)	13%	17%	1%
Aggregates (Met. Tons)	26%	50%	6%
SPAIN	10%	6%	(4%)
Domestic (Met. Tons)	15%	8%	(7%)
Exports (Met. Tons)	(4%)	(2%)	7%
Ready-mix (m3)	19%	12%	(15%)
VENEZUELA	(2%)	(8%)	(6%)
Domestic (Met. Tons)	11%	(3%)	(13%)
Exports (Met. Tons)	(14%)	(12%)	2%
Ready-mix (m3)	24%	1%	(15%)
COLOMBIA			
Domestic (Met. Tons)	N/A	(45%)	(15%)
Ready-Mix (m3)	N/A	(38%)	(22%)
CARIBBEAN / CENTRAL AMERICA			
Domestic (Met. Tons)	2%	5%	7%
Ready-Mix (m3)	30%	52%	9%

⁽¹⁾ Results for 1998 were converted to dollars by dividing by the December 1998 exchange rate of 9.90. Results for 1997 were converted to dollars by dividing by the weighted average inflation factor of 25.81% (1.2581) and then dividing by the December 1997 exchange rate of 8.07.

⁽²⁾ Note that in the calculation of Interest Coverage, Interest Plus Cash Tax Coverage and Net Debt to EBITDA, the US\$250 Million Preferred Capital Security was conservatively considered as an obligation.

⁽³⁾ Trailing twelve months.

⁽⁴⁾ Interest Coverage is defined as EBITDA before operating lease payments and cost restatements for inflation, divided by financial expenses plus the Preferred dividend.

⁽⁵⁾ Interest Plus Cash Tax Coverage is defined as EBITDA before operating lease payments and cost restatements for inflation, divided by interest expense, the Preferred dividend and the amount of total income tax and profit sharing actually paid in cash.

⁽⁶⁾ Net Debt is defined as on- plus off-balance sheet debt less cash.

⁽⁷⁾ Return on Equity is defined as: (Cash earnings - Cash taxes - Other non-operating cash expenses) / Average consolidated shareholders equity

⁽⁸⁾ Return on Operating Assets is defined as: EBITDA / (Average consolidated shareholders equity + Average net debt)

⁽⁹⁾ Considering 1,222,748 thousand average shares for IV 1998, 1,222,846 thousand average shares for IV 1997, 1,223,376 thousand average shares for 1998 accumulated and 1,236,010 thousand average shares for 1997 accumulated

CEMEX, S.A. DE C.V. AND SUBSIDIARIES

Consolidated Figures

(Convenience translation in thousands of dollars)*

INCOME STATEMENT	January - December		%	Quarters		%
	1998	1997	Var.	IV 1998	IV 1997	Var.
Net Sales	4,315,197	3,788,499	14%	1,096,547	985,469	11%
Cost of Sales	(2,495,021)	(2,321,561)	7%	(632,583)	(592,283)	7%
Gross Profit	1,820,176	1,466,938	24%	463,964	393,185	18%
Selling, General and Administrative Expenses	(642,384)	(571,721)	12%	(162,917)	(157,251)	4%
Operating Income	1,177,792	895,217	32%	301,047	235,934	28%
Financial Expenses	(485,379)	(510,038)	(5%)	(115,866)	(126,531)	(8%)
Financial Income	37,471	37,265	1%	11,007	12,219	(10%)
Exchange Gain (Loss), Net	(221,440)	(11,825)	N/A	19,140	(16,364)	(217%)
Monetary Position Gain (Loss)	563,887	577,090	(2%)	140,289	126,010	11%
Total Comprehensive Financing (Cost) Income	(105,461)	92,492	(214%)	54,570	(4,666)	N/A
Gain or (Loss) on Marketable Securities	(26,734)	66,207	(140%)	9,344	37,524	(75%)
Other Expenses, Net	(152,134)	(137,542)	11%	(35,227)	(57,377)	(39%)
Other Income (Expense)	(178,867)	(71,334)	151%	(25,883)	(19,854)	30%
Net Income Before Income Taxes	893,463	916,375	(3%)	329,734	211,415	56%
Income Tax	(46,206)	(50,058)	(8%)	5,370	(7,606)	(171%)
Employees' Statutory Profit Sharing	(20,221)	(16,324)	24%	(5,055)	(7,168)	(29%)
Total Income Tax & Profit Sharing	(66,427)	(66,382)	0%	316	(14,774)	(102%)
Net Income Before Participation of of Uncons. Subs. and Ext. Items	827,036	849,993	(3%)	330,049	196,641	68%
Participation of Unconsolidated Subsidiaries	15,672	17,485	(10%)	5,037	1,772	184%
Consolidated Net Income	842,708	867,478	(3%)	335,086	198,413	69%
Net Income Attributable to Min. Interest	39,466	106,641	(63%)	3,052	16,315	(81%)
NET INCOME AFTER MINORITY INTEREST	803,242	760,838	6%	332,034	182,098	82%
EBITDA (Operating Income + Depreciation)	1,484,582	1,193,378	24%	384,253	306,705	25%
EBITDA before Operating Leases and Cost Restatements for Inflation	1,520,212	1,230,113	24%	393,855	315,218	25%

BALANCE SHEET	January - December		%
	1998	1997	Var.
Total Assets	10,459,660	10,231,441	2%
Cash and Temporary Investments	406,814	380,339	7%
Trade Accounts Receivables	504,298	455,431	11%
Other Receivables	194,643	193,721	0%
Inventories	441,228	427,458	3%
Other Current Assets	96,641	79,528	22%
Current Assets	1,643,624	1,536,478	7%
Fixed Assets	6,141,886	6,005,807	2%
Other Assets	2,674,150	2,689,156	(1%)
Total Liabilities	5,321,433	5,535,174	(4%)
Current Liabilities	1,798,416	1,269,621	42%
Long-Term Liabilities	3,136,280	3,960,798	(21%)
Other Liabilities	386,736	304,754	27%
Consolidated Stockholders' Equity	5,138,227	4,696,267	9%
Stockholders' Equity Attributable to Minority Interest	1,250,933	1,181,136	6%
Stockholders' Equity Attributable to Majority Interest	3,887,294	3,515,131	11%

CEMEX, S.A. DE C.V. AND SUBSIDIARIES
Consolidated Figures

(Thousands of Pesos in Real Terms as of Dec. 1998)*

FINANCIAL INDICATORS**	January - December		%	Quarters		%
	1998	1997		IV 1998	IV 1997	
Operating Margin	27.3%	23.6%		27.5%	23.9%	
EBITDA Margin	34.4%	31.5%		35.0%	31.1%	
Interest Coverage ⁽²⁾	3.03	2.41	(1)	3.23	2.49	
Interest + Cash Tax Coverage ⁽³⁾	2.74	2.28	(1)	3.03	2.21	
Net Debt / EBITDA ⁽⁴⁾	3.09	3.97	(1)			
Debt / Total Capitalization (Covenant)	46.6%	49.6%				
Net Return on Equity ⁽⁵⁾	19.7%	13.4%	(1)			
Gross Return on Operating Assets ⁽⁶⁾	15.8%	12.6%	(1)			
EBITDA per Share ⁽⁷⁾	12.01	9.80	23%	3.11	2.55	22%
Cash Earnings per Share ⁽⁷⁾	8.39	5.92	42%	2.26	1.60	42%
Free Cash Flow per Share ⁽⁷⁾	4.81	2.75	75%	1.67	1.22	37%
Earnings per Share ⁽⁷⁾	6.50	6.25	4%	2.69	1.51	78%
Share Price Series "A" (End of period)	21.70	36.18	(40%)			
Share Price Series "B" (End of period)	24.85	42.91	(42%)			
Share Price Series "CPO" (End of period)	21.35	36.43	(41%)			
Consolidated Cement Volume (Thousands of Met. Tons)	39,136.3	38,122.3	3%	9,630.9	9,661.6	(0%)
Consolidated Ready-mix Volume (Thousands of m3)	14,628.0	12,392.3	18%	3,633.1	3,370.7	8%

VOLUMES Variation in volume	January - December	Quarters	Quarters
	1998 - 1997	IV 1998 - IV 1997	IV 1998 - III 1998
MEXICO	(3%)	(1%)	(4%)
Domestic (Met. Tons, Gray Cement)	7%	6%	(2%)
Exports (Met. Tons)	(45%)	(39%)	(21%)
Ready-mix (m3)	27%	14%	3%
USA			
Domestic (Met. Tons)	21%	30%	(7%)
Ready-Mix(m3)	13%	17%	1%
Aggregates (Met. Tons)	26%	50%	6%
SPAIN	10%	6%	(4%)
Domestic (Met. Tons)	15%	8%	(7%)
Exports (Met. Tons)	(4%)	(2%)	7%
Ready-mix (m3)	19%	12%	(15%)
VENEZUELA	(2%)	(8%)	(6%)
Domestic (Met. Tons)	11%	(3%)	(13%)
Exports (Met. Tons)	(14%)	(12%)	2%
Ready-mix (m3)	24%	1%	(15%)
COLOMBIA			
Domestic (Met. Tons)	N/A	(45%)	(15%)
Ready-Mix (m3)	N/A	(38%)	(22%)
CARIBBEAN / CENTRAL AMERICA			
Domestic (Met. Tons)	2%	5%	7%
Ready-Mix (m3)	30%	52%	9%

^(*) Results for 1998 may be converted to dollars by dividing by the December 1998 exchange rate of 9.90. Results for 1997 may be converted to dollars by dividing by the weighted average inflation factor of 25.81% (1.2581) and then dividing by the December 1997 exchange rate of 8.07.

^(**) Note that in the calculation of Interest Coverage, Interest Plus Cash Tax Coverage and Net Debt to EBITDA, the US\$250 Million Preferred Capital Security was conservatively considered as an obligation.

⁽¹⁾ Trailing twelve months.

⁽²⁾ Interest Coverage is defined as EBITDA before operating lease payments and cost restatements for inflation, divided by financial expenses plus the Preferred dividend.

⁽³⁾ Interest Plus Cash Tax Coverage is defined as EBITDA before operating lease payments and cost restatements for inflation, divided by interest expense, the Preferred dividend and the amount of total income tax and profit sharing actually paid in cash.

⁽⁴⁾ Net Debt is defined as on- plus off-balance sheet debt less cash.

⁽⁵⁾ Return on Equity is defined as: (Cash earnings - Cash taxes - Other non-operating cash expenses) / Average consolidated shareholders equity

⁽⁶⁾ Return on Operating Assets is defined as: EBITDA / (Average consolidated shareholders equity + Average net debt)

⁽⁷⁾ Considering 1,222,748 thousand average shares for IV 1998, 1,222,846 thousand average shares for IV 1997, 1,223,376 thousand average shares for 1998 accumulated and 1,236,010 thousand average shares for 1997 accumulated

CEMEX, S.A. DE C.V. AND SUBSIDIARIES
Consolidated Figures

(Thousands of Pesos in Real Terms as of Dec. 1998)*

INCOME STATEMENT	January - December		%	Quarters		%
	1998	1997	Var.	IV 1998	IV 1997	Var.
Net Sales	42,720,448	38,464,127	11%	10,855,813	10,005,332	9%
Cost of Sales	(24,700,707)	(23,570,504)	5%	(6,262,568)	(6,013,374)	4%
Gross Profit	18,019,741	14,893,624	21%	4,593,246	3,991,958	15%
Selling, General and Administrative Expenses	(6,359,602)	(5,804,604)	10%	(1,612,879)	(1,596,550)	1%
Operating Income	11,660,140	9,089,020	28%	2,980,367	2,395,408	24%
Financial Expenses	(4,805,256)	(5,178,351)	(7%)	(1,147,073)	(1,284,654)	(11%)
Financial Income	370,965	378,345	(2%)	108,968	124,060	(12%)
Exchange Gain (Loss), Net	(2,192,258)	(120,055)	N/A	189,483	(166,137)	(214%)
Monetary Position Gain (Loss)	5,582,481	5,859,122	(5%)	1,388,861	1,279,358	9%
Total Comprehensive Financing (Cost) Income	(1,044,069)	939,061	(211%)	540,239	(47,373)	N/A
Gain or (Loss) on Marketable Securities	(264,663)	672,193	(139%)	92,503	380,974	(76%)
Other Expenses, Net	(1,506,124)	(1,396,442)	8%	(348,745)	(582,544)	(40%)
Other Income (Expense)	(1,770,788)	(724,249)	144%	(256,242)	(201,570)	27%
Net Income Before Income Taxes	8,845,283	9,303,832	(5%)	3,264,363	2,146,465	52%
Income Tax	(457,437)	(508,233)	(10%)	53,167	(77,220)	(169%)
Employees' Statutory Profit Sharing	(200,190)	(165,731)	21%	(50,043)	(72,775)	(31%)
Total Income Tax & Profit Sharing	(657,626)	(673,964)	(2%)	3,125	(149,995)	(102%)
Net Income Before Participation of Uncons. Subs. and Ext. Items	8,187,657	8,629,868	(5%)	3,267,488	1,996,470	64%
Participation in Unconsolidated Subsidiaries	155,157	177,525	(13%)	49,868	17,994	177%
Consolidated Net Income	8,342,814	8,807,393	(5%)	3,317,356	2,014,464	65%
Net Income Attributable to Min. Interest	390,717	1,082,711	(64%)	30,218	165,647	(82%)
NET INCOME AFTER MINORITY INTEREST	7,952,097	7,724,682	3%	3,287,138	1,848,818	78%
EBITDA (Operating Income + Depreciation)	14,697,360	12,116,212	21%	3,804,101	3,113,934	22%
EBITDA before Operating Leases and Cost Restatements for Inflation	15,050,099	12,489,178	21%	3,899,168	3,200,362	22%

BALANCE SHEET	January - December		%
	1998	1997	Var.
Total Assets	103,550,634	103,878,456	(0%)
Cash and Temporary Investments	4,027,461	3,861,534	4%
Trade Accounts Receivables	4,992,549	4,623,930	8%
Other Receivables	1,926,964	1,966,826	(2%)
Inventories	4,368,154	4,339,922	1%
Other Current Assets	956,747	807,441	18%
Current Assets	16,271,874	15,599,652	4%
Fixed Assets	60,804,674	60,976,160	(0%)
Other Assets	26,474,086	27,302,643	(3%)
Total Liabilities	52,682,185	56,197,883	(6%)
Current Liabilities	17,804,323	12,890,296	38%
Long-Term Liabilities	31,049,175	40,213,459	(23%)
Other Liabilities	3,828,687	3,094,127	24%
Consolidated Stockholders' Equity	50,868,449	47,680,573	7%
Stockholders' Equity Attributable to Minority Interest	12,384,237	11,991,915	3%
Stockholders' Equity Attributable to Majority Interest	38,484,212	35,688,658	8%

Mexico
(Thousands of Constant Pesos as of Dec. 1998)(1)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	19,299,520	16,445,814	17%	5,140,140	4,426,514	16%
Cost of Sales	(9,273,932)	(9,543,732)	(3%)	(2,477,290)	(2,371,327)	4%
Gross Profit	10,025,588	6,902,082	45%	2,662,850	2,055,187	30%
Selling, General and Administrative Expenses	(2,228,326)	(2,024,722)	10%	(587,333)	(533,773)	10%
Operating Income	7,797,262	4,877,360	60%	2,075,517	1,521,414	36%
EBITDA (Operating Income + Depreciation)	9,096,976	6,122,842	49%	2,439,917	1,741,369	40%
EBITDA before Operating Leases and Cost Restatements for Inflation)	9,116,074	6,198,521	47%	2,453,358	1,770,683	39%
Operating Margin	40.4%	29.7%		40.4%	34.4%	
EBITDA Margin	47.1%	37.2%		47.5%	39.3%	

Spain
(Thousands of Pesetas)(2)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	126,085,956	109,795,242	15%	30,668,261	27,598,163	11%
Cost of Sales	(78,163,159)	(72,920,459)	7%	(18,807,794)	(18,520,956)	2%
Gross Profit	47,922,797	36,874,783	30%	11,860,467	9,077,207	31%
Selling, General and Administrative Expenses	(13,622,677)	(13,240,723)	3%	(3,510,199)	(3,497,564)	0%
Operating Income	34,300,120	23,634,060	45%	8,350,268	5,579,644	50%
EBITDA (Operating Income + Depreciation)	45,170,690	37,719,275	20%	10,915,838	9,198,782	19%
Operating Margin	27.2%	21.5%		27.2%	20.2%	
EBITDA Margin	35.8%	34.4%		35.6%	33.3%	

Venezuela
(Thousands of Constant Bolivars as of Dec. 1998)(3)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	294,903,425	303,216,045	(3%)	66,993,248	76,357,139	(12%)
Cost of Sales	(170,797,018)	(173,827,295)	(2%)	(42,503,708)	(44,577,628)	(5%)
Gross Profit	124,106,408	129,388,750	(4%)	24,489,541	31,779,511	(23%)
Selling, General and Administrative Expenses	(25,118,717)	(24,395,492)	3%	(5,929,789)	(6,796,952)	(13%)
Operating Income	98,987,690	104,993,258	(6%)	18,559,752	24,982,559	(26%)
EBITDA (Operating Income + Depreciation)	123,818,565	132,591,366	(7%)	24,663,630	31,457,634	(22%)
EBITDA before Operating Leases and Cost Restatements for Inflation)	130,434,158	141,093,634	(8%)	26,192,948	33,475,160	(22%)
Operating Margin	33.6%	34.6%		27.7%	32.7%	
EBITDA Margin	41.9%	43.7%		36.8%	41.2%	

- (1) Results for 1998 can be converted to dollars by dividing by the December 1998 exchange rate of 9.90. Results for 1997 can be converted to dollars by dividing by the Mexican inflation rate of 18.61% (1.1861) and then dividing by the December 1997 exchange rate of 8.07.
- (2) Results for 1998 can be converted to dollars by dividing by the December 1998 exchange rate of 142.06. Results for 1997 can be converted to dollars by dividing by the December 1997 exchange rate of 151.70.
- (3) Results for 1998 can be converted to dollars by dividing by the December 1998 exchange rate of 565.00. Results for 1997 can be converted to dollars by dividing by the Venezuelan inflation rate of 29.91% (1.2991) and then dividing by the December 1997 exchange rate of 504.75.

DETAILED INFORMATION AVAILABLE UPON REQUEST

The United States

(Thousands of Dollars)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	534,591	435,428	23%	145,230	108,885	33%
Cost of Sales	(425,114)	(376,464)	13%	(111,676)	(94,668)	18%
Gross Profit	109,477	58,964	86%	33,554	14,217	136%
Selling, General and Administrative Expenses	(34,249)	(31,301)	9%	(10,244)	(8,013)	28%
Operating Income	75,228	27,663	172%	23,310	6,204	276%
EBITDA (Operating Income + Depreciation)	92,204	44,477	107%	27,734	10,193	172%
EBITDA before Operating Leases and Cost Restatements for Inflation	103,550	55,561	86%	30,610	13,053	135%
Operating Margin	14.1%	6.4%		16.1%	5.7%	
EBITDA Margin	17.2%	10.2%		19.1%	9.4%	

Colombia

(Thousands of Constant Colombian Pesos as of Dec. 1998)(4)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	406,480,360	554,047,530	(27%)	83,041,893	151,260,592	(45%)
Cost of Sales	(314,506,608)	(348,788,197)	(10%)	(62,561,669)	(96,293,227)	(35%)
Gross Profit	91,973,752	205,259,333	(55%)	20,480,224	54,967,366	(63%)
Selling, General and Administrative Expenses	(74,752,371)	(82,872,786)	(10%)	(15,967,779)	(25,355,995)	(37%)
Operating Income	17,221,381	122,386,547	(86%)	4,512,444	29,611,371	(85%)
EBITDA (Operating Income + Depreciation)	98,246,239	201,437,725	(51%)	26,289,194	54,371,323	(52%)
EBITDA before Operating Leases and Cost Restatements for Inflation	104,818,929	205,939,316	(49%)	27,969,803	54,551,262	(49%)
Operating Margin	4.2%	22.1%		5.4%	19.6%	
EBITDA Margin	24.2%	36.4%		31.7%	35.9%	

Caribbean / Central America

(Thousands of Dollars)

INCOME STATEMENT	January - December		%	IV 1998	IV 1997	%
	1998	1997	Var.			Var.
Net Sales	230,829	206,883	12%	60,832	55,458	10%
Cost of Sales	166,955	147,432	13%	46,347	44,441	4%
Gross Profit	63,874	59,451	7%	14,485	11,017	31%
Selling, General and Administrative Expenses	20,099	18,550	8%	5,941	6,865	(13%)
Operating Income	43,775	40,901	7%	8,544	4,152	106%
EBITDA (Operating Income + Depreciation)	60,374	57,025	6%	12,684	8,587	48%
Operating Margin	19.0%	19.8%		14.0%	7.5%	
EBITDA Margin	26.2%	27.6%		20.9%	15.5%	

(4) Results for 1998 can be converted to dollars by dividing by the December 1998 exchange rate of 1,542.11. Results for 1997 can be converted, to dollars by dividing by the Colombian inflation rate of 15.61% (1.1561) and then dividing by the December 1997 exchange rate of 1,293.58.

DETAILED INFORMATION AVAILABLE UPON REQUEST