



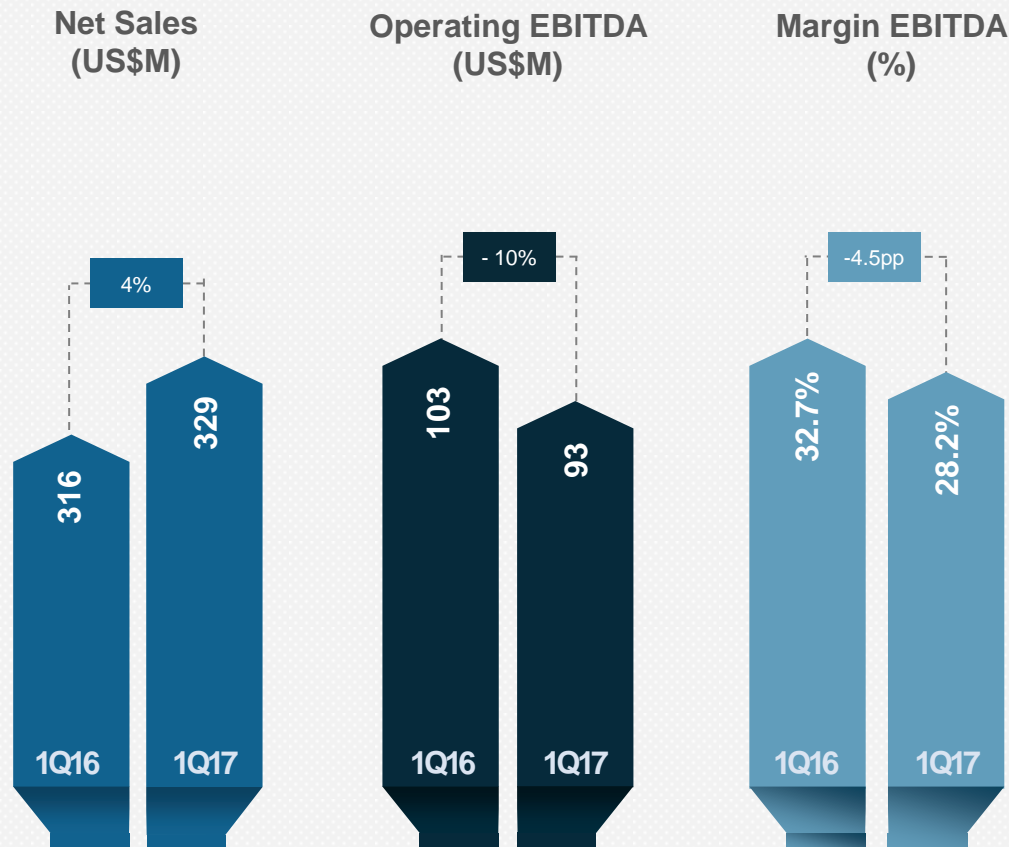
RESULTS 1Q17

April 27, 2017

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UNLESS OTHERWISE NOTED, ALL CONSOLIDATED FIGURES ARE PRESENTED IN DOLLARS AND ARE BASED ON THE FINANCIAL STATEMENTS OF EACH COUNTRY PREPARED UNDER INTERNATIONAL FINANCIAL REPORTING STANDARDS.

Financial Results Summary



Despite a 4% increase in net sales, EBITDA declined 10%, as a consequence our EBITDA margin contracted by 4.5pp

Our results were negatively affected by:

- Lower prices in Colombia
- Major maintenance in Costa Rica

We continue to focus in the variables we control

- Intensify cost containment efforts
- Increase usage of alternative fuels
- Improve labor productivity
- Reduce costs along the supply chain
- Optimize our asset base

|| Consolidated Volumes and Prices

Domestic gray cement

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Volume	4%	5%
Price (USD)	-4%	2%
Price (LtL ₁)	-8%	-5%

Ready-mix concrete

Volume	3%	4%
Price (USD)	7%	4%
Price (LtL ₁)	1%	-4%

Aggregates

Volume	2%	3%
Price (USD)	8%	4%
Price (LtL ₁)	1%	-3%

Our volumes increased in our three main products in 1Q17,

versus those of 1Q16, reflecting positive results from our operations in Central America, and more working days

Higher prices in 1Q17 in ready-mix and aggregates,

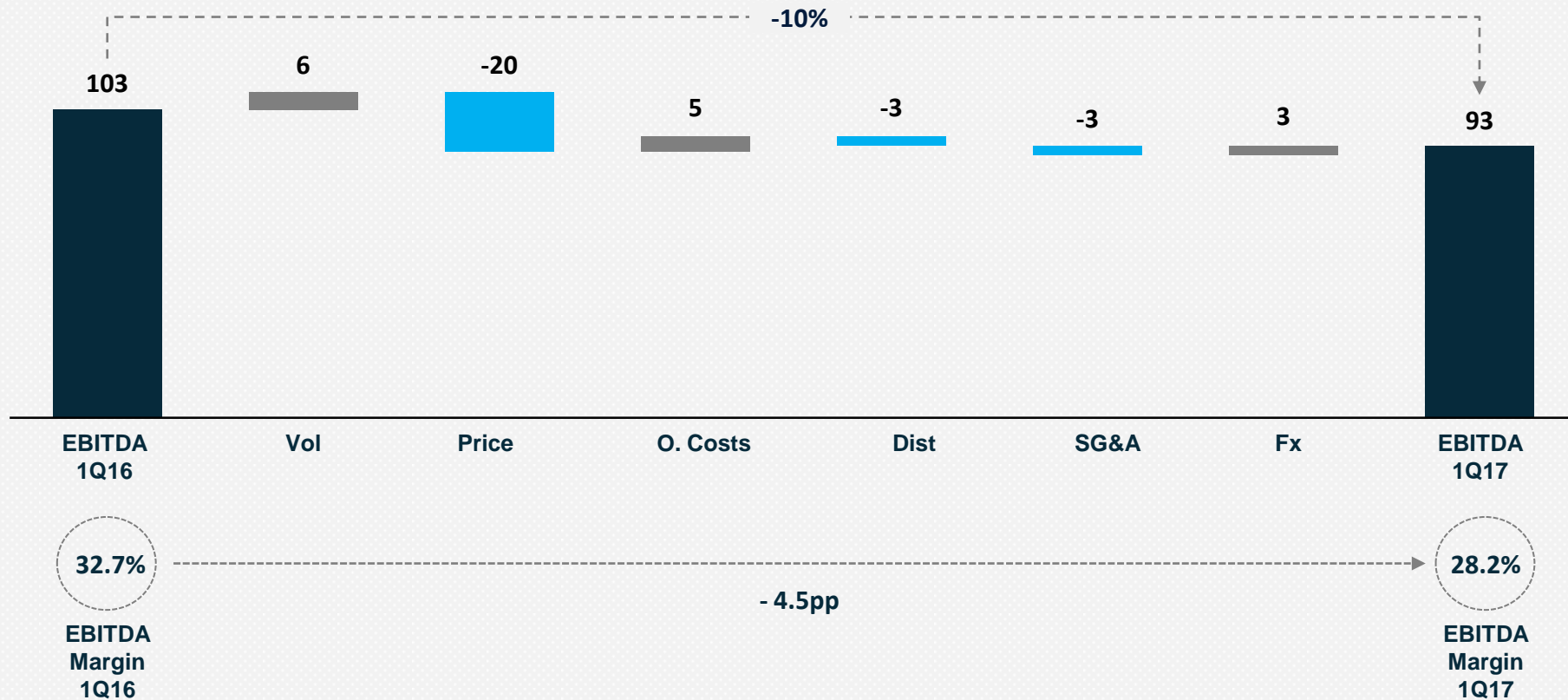
on a like-to-like¹ basis, compared to those of 1Q16

Our cement prices declined by 8% in 1Q17,

on a like-to-like¹ basis, against those of 1Q16, mainly as a result of tougher market dynamics in Colombia

(1) Like-to-like prices adjusted for foreign-exchange fluctuations

EBITDA Variation





REGIONAL HIGHLIGHTS

Results 1Q17



Results Highlights Colombia

Colombia – Results Highlights

Financial Summary US\$ Million

	1Q17	1Q16	% var
Net Sales	155	157	-1%
Op. EBITDA	38	55	-31%
as % net sales	24.3%	34.9%	(10.6pp)

Volume

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	-2%	-3%
Ready-mix	-4%	-2%
Aggregates	-6%	-5%

Price (Local Currency)

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	-18%	-4%
Ready-mix	1%	0%
Aggregates	5%	5%

Historic low consumer confidence level in February¹

Recent indicators of economic activity suggest challenging conditions for household consumption

Our results were affected by lower cement prices

during the quarter, versus those of 1Q16, as competitive dynamics deteriorated

Cost containment efforts resulted in lower fixed and variable costs;

mostly explained by record efficiency levels in Ibagué cement plant, optimization initiatives in ready-mix and aggregates operations, and the mothballing of Bucaramanga grinding plant

(1) Since the inception of this indicator



Demand driven by housing subsidies should offset volume decline from high income and informal housing

The investment budget of the Housing Ministry is 18% higher than that of 2017

Funding has been approved to execute over 100k subsidies in 2017

Cement demand from residential sector in 2017 is expected to remain flat ,

versus that of 2016

Government housing programs should play a pivotal role in the economic growth of the country in 2017

We expect infrastructure works to be main cement demand driver

- in 2017, mainly as a consequence of:
- Initial works of 4G program, specially in 2H17
 - Higher project execution by local and regional administrations

Potential investments for US\$ 1.5 B for construction works in schools and tertiary roads

We expect a 3% increase in cement demand

for infrastructure sector during 2017

A wide-angle photograph of a long, multi-arched concrete bridge spanning a large body of water. The bridge has several tall, slender concrete piers supporting its structure. In the background, there are rolling hills and mountains under a clear sky. The foreground shows some green foliage and trees. The overall scene is a landscape view of a major infrastructure project.

According to estimates from the Ministry of Finance, infrastructure GDP could grow by 8% in 2017



Results Highlights Panama

|| Panama – Results Highlights

Financial Summary US\$ Million

	1Q17	1Q16	% var
Net Sales	70	63	11%
Op. EBITDA	31	25	25%
as % net sales	44.3%	39.4%	4.9pp

Volume

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	9%	26%
Ready-mix	29%	19%
Aggregates	29%	18%

Price (Local Currency)

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	0%	0%
Ready-mix	0%	3%
Aggregates	1%	1%

Cement volumes grew by 9%, while ready-mix and aggregates volumes grew by 29%, in 1Q17

compared to those of 1Q16

In 1Q17 prices for our three main products remained practically flat

on a year-over-year basis

EBITDA increased by 25% in 1Q17, on a year-over-year basis, while net sales increased by 11% over 1Q16 levels

EBITDA margin increased by 4.9 percentage points in 1Q17

compared to that of 1Q16; mainly from higher volumes, and a kiln maintenance in March 2016

|| Panama – Sector Highlights

The government intends to reduce the existing housing deficit in the country by about 25% in the next 3 years

Infrastructure¹ and residential sectors were the main drivers of cement demand in 1Q17

Potential infrastructure investments of ~US\$ 10 B in pipeline for the next 5 years

Our sector expectations for 2017 are:

- Residential: ~3%
- Infrastructure: ~10%¹
- Industrial & Commercial: Flat

(1) Adjusted by the effect of the Panama Canal expansion



Results Highlights Costa Rica

Costa Rica – Results Highlights

Financial Summary US\$ Million

	1Q17	1Q16	% var
Net Sales	37	39	-4%
Op. EBITDA	12	17	-29%
as % net sales	32.3%	43.6%	(11.3pp)

Volume

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	1%	20%
Ready-mix	-11%	20%
Aggregates	-6%	17%

Price (Local Currency)

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	-4%	-1%
Ready-mix	-14%	-1%
Aggregates	-29%	-23%

In March, daily national cement consumption increased by 9%,

on a year over year basis, after several periods of monthly declines

Our cement volumes increased in 1Q17, versus those of 1Q16,

after five consecutive quarters of year over year declines

Double digit increase in volumes in our three main products, in 1Q17, compared to those of 4Q16

EBITDA margin declined 11.3pp

in 1Q17 vs.1Q16, mostly explained by maintenance works and lower prices

|| Costa Rica– Sector Highlights

We expect cement volumes for infrastructure to grow ~13%

as the government resumes some projects in advance of the presidential elections

We expect a 1% increase in cement dispatches for housing

projects in 2017, on a year-over-year basis

Demand of cement for industrial and commercial sector should increase 1% in 2017

driven by construction of Hotels, supermarkets, big-box retailers, and warehouses

We have seen better prospects from residential loans and increasing building permits, revealing confidence among homebuilders



Results
Highlights
Rest of CLH

|| Rest of CLH – Results Highlights

Financial Summary US\$ Million

	1Q17	1Q16	% var
Net Sales	73	62	17%
Op. EBITDA	24	19	23%
as % net sales	33.0%	31.3%	1.7pp

Volume

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	18%	11%
Ready-mix	28%	36%
Aggregates	48%	83%

Price (Local Currency)

	1Q17 vs. 1Q16	1Q17 vs. 4Q16
Cement	1%	-10%
Ready-mix	-11%	-26%
Aggregates	-8%	-45%

Cement, ready-mix and aggregates volumes increased by 18%, 28% and 48% in 1Q17, respectively, over those of 1Q16

Net sales and EBITDA grew by 17% and 23% in 1Q17, respectively, on a year-over-year basis

EBITDA Margin expansion of 1.7pp during the first quarter compared to that of 1Q16, driven by strong performance in Nicaragua and Guatemala

All time high cement and ready-mix volumes in the quarter

Record EBITDA in 1Q17

fueled by strong construction activity in residential and infrastructure sectors

Demand conditions should remain strong for the rest of the year, mostly from public works

Despite of our positive performance, we remain cautious given some perceived vulnerabilities of the country's external accounts

|| Rest of CLH – Guatemala highlights

Double digit growth in EBITDA during the past five quarters,
on a year over year basis

Highest ever first quarter EBITDA
mostly explained by strong demand conditions, and cost containment efforts

Residential, and industrial and commercial continue to be the main cement demand drivers,
whereas demand from public works remains dull

Our recent investment in production and dispatching capacity should help us serve the market in a better and more efficient manner

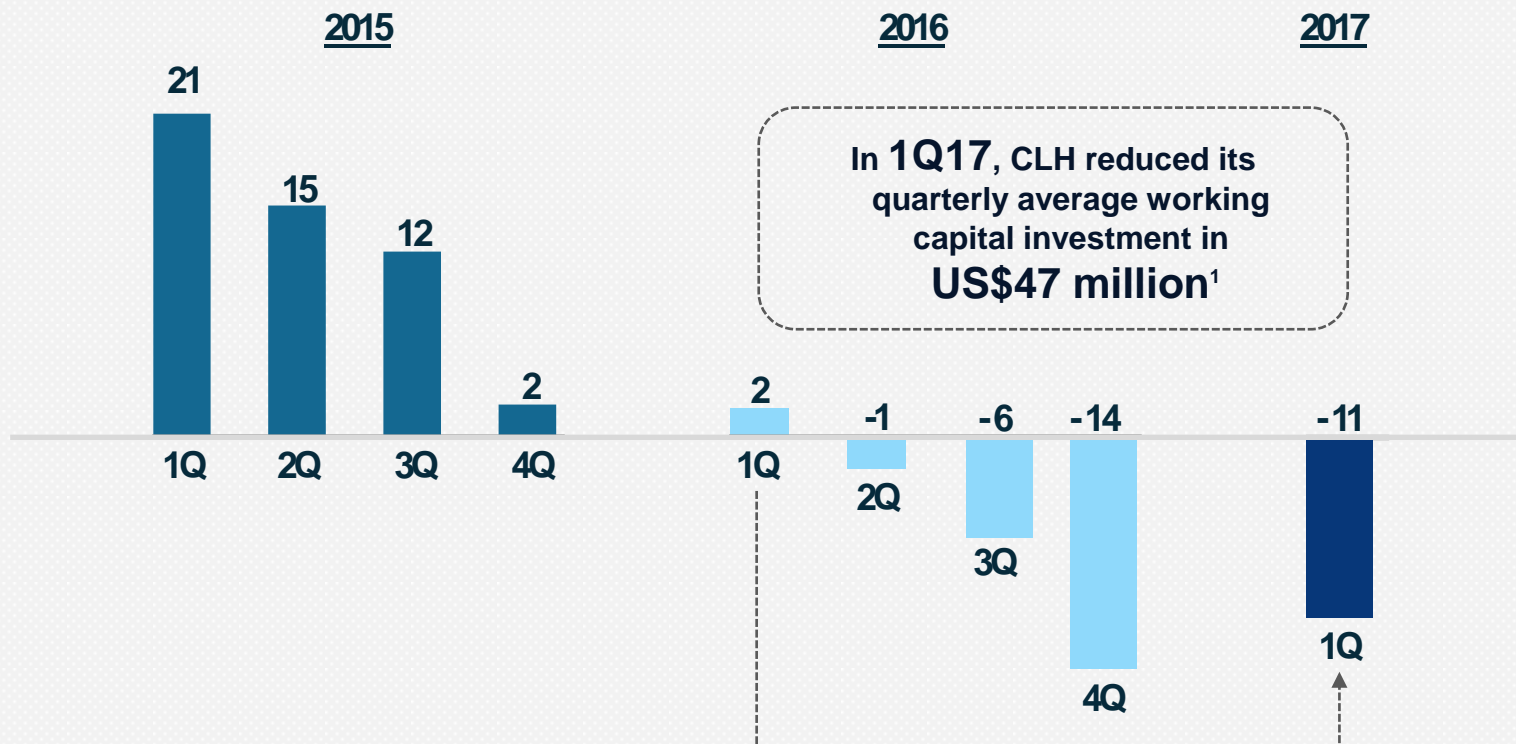


FREE CASH FLOW

1Q17 Results

|| We will continue with disciplined **working capital** management

Working Capital Balance (Average Days)



(1) Compared to that of the same period in 2016

Free Cash Flow

US\$ Million	1Q17	1Q16	% var
Operating EBITDA	93	103	(10%)
- Net Financial Expense	17	15	
- Maintenance Capex	10	4	
- Change in Working Cap	23	10	
- Taxes Paid	22	13	
- Other Cash Items (net)	4	4	
Free Cash Flow After Maintenance Capex	17	57	(70%)
- Strategic Capex	16	31	
Free Cash Flow	1	26	(97%)

Free cash flow after Maintenance Capex declined to US\$17 M

The reduction in free cash flow is mainly explained by:

- Lower EBITDA from our operations
- Higher Maintenance Capex from acquisition of ready-mix trucks
- Variation in working capital
- Higher cash taxes

Net debt was reduced
during 1Q17 to US\$925 M



GUIDANCE

1Q17 Results

Volume YoY%

Colombia

Cement	Ready - Mix	Aggregates
0%	1% to 3%	1% to 3%

Panama

Cement	Ready - Mix	Aggregates
4% to 6%	7% to 9%	7% to 9%

Costa Rica

Cement	Ready - Mix	Aggregates
1% to 3%	1% to 3%	0%

Consolidated volumes in 2017 expected to grow:

- + Cement: 1% to 2%
- + Ready-mix: 5% to 7%
- + Aggregates: 4% to 6%

Maintenance and Strategic Capex in 2017

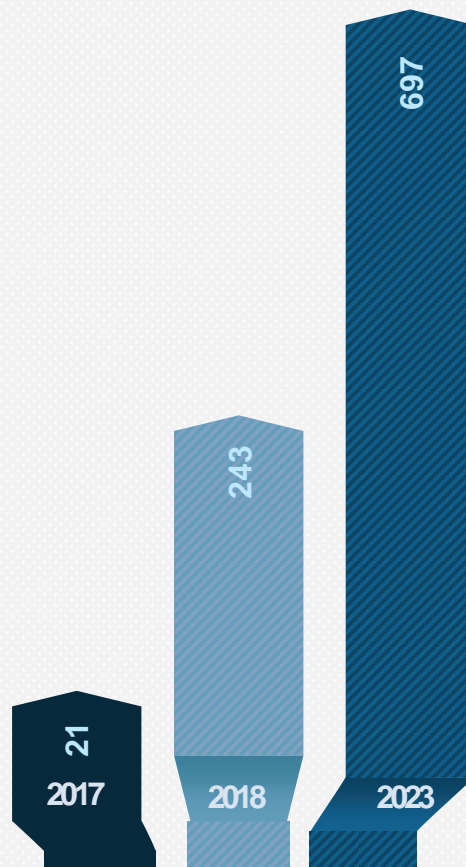
are expected to be about US\$56 M and US\$40 M, respectively

Consolidated Cash taxes

are expected to range between US\$100 M and US\$110 M

Consolidated debt maturity profile

US\$ Million



US \$960 Million

Total debt as of March 31, 2017

2.2x Net Debt/EBITDA (LTM)¹

as of March 31, 2017



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