



# RESULTS 1Q15

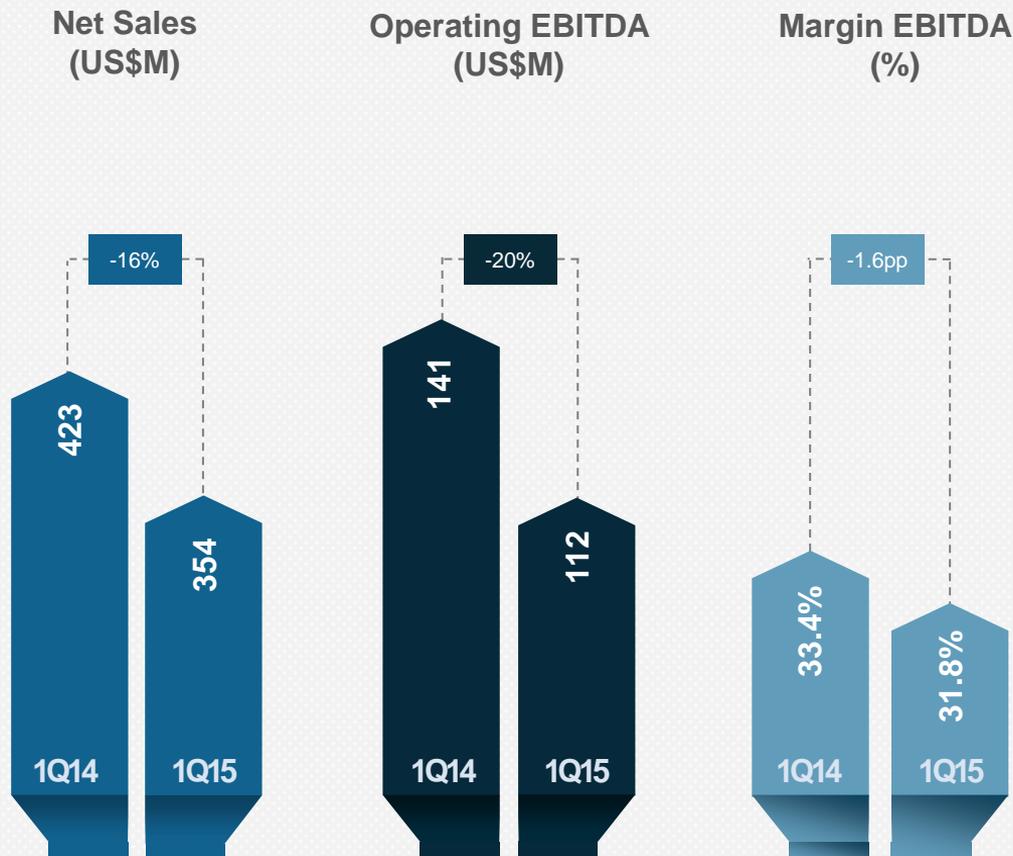
April 23, 2015

This presentation contains certain forward-looking statements and information relating to CEMEX Latam Holdings, S.A. and its subsidiaries (collectively, “CLH”) that are based on its knowledge of present facts, expectations and projections, circumstances and assumptions about future events. Many factors could cause the actual results, performance or achievements of CLH to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements, including, among others, changes in general economic, political, governmental, and business conditions globally and in the countries in which CLH and CEMEX, S.A.B. de C.V. and its subsidiaries (“CEMEX”) operate, CLH’s ability to comply with the framework agreement signed with CEMEX, CEMEX’s ability to satisfy its obligations under its debt agreements as well as under the indentures that govern its high yield notes, CLH and CEMEX’s ability to achieve anticipated cost savings, changes in interest rates, changes in inflation rates, changes in exchange rates, the cyclical activity of the construction sector generally, changes in cement demand and prices, CLH and CEMEX’s ability to benefit from government economic stimulus plans, changes in raw material and energy prices, changes in business strategy, changes in the prevailing regulatory framework, natural disasters and other unforeseen events and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, expected or targeted. Forward-looking statements are made as of the date hereof, and CLH does not intend, nor is it obligated, to update these forward-looking statements, whether as a result of new information, future events or otherwise.

Unless the context otherwise requires it, all references to prices in this document means our prices for our products.

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



## Record sales in Costa Rica

and positive results in Nicaragua were offset by lower sales mainly in Colombia

## Net sales in 1Q15

declined by 5%, on an adjusted basis<sup>1</sup>, compared to the same period in 2014

## Operating EBITDA in 1Q15

also on an adjusted basis<sup>1</sup>, declined by 10%, compared to 1Q14

## Operating EBITDA margin

declined by 1.6pp during 1Q15 on a year over year basis, mainly by the margin decline in our operations in Colombia

(1) Adjusting for foreign-exchange fluctuations

# || Consolidated Volumes and Prices



	1Q15 vs. 1Q14	1Q15 vs. 4Q14
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	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Volume	(8%)	(9%)
Price (US)	(11%)	(4%)
Price (LtL <sub>1</sub> )	0%	2%

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Volume	4%	(3%)
Price (US)	(13%)	(7%)
Price (LtL <sub>1</sub> )	2%	1%

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Volume	8%	(3%)
Price (US)	(16%)	(10%)
Price (LtL <sub>1</sub> )	(1%)	(2%)

## Positive 1Q15 volume

trends in ready-mix and aggregates, growing 4% and 8%, respectively, compared with 1Q14

## Record cement volumes

in recent history in our operations in Costa Rica

## Our consolidated prices,

adjusted for the foreign exchange fluctuations, for cement and ready-mix increased by 2% and 1% respectively, on a sequential basis

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



# REGIONAL HIGHLIGHTS

Results 1Q15



Results  
Highlights  
Colombia

# Colombia – Results Highlights

## Financial Summary US\$ Million

	1Q15	1Q14	% var
Net Sales	176	242	(27%)
Op. EBITDA	59	93	(36%)
as % net sales	33.7%	38.2%	(4.5pp)

## Volume

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	(15%)	(20%)
Ready-mix	5%	(3%)
Aggregates	5%	(4%)

## Price (Local Currency)

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	(1%)	4%
Ready-mix	3%	4%
Aggregates	(1%)	(1%)

## Our prices show a positive trend in cement

increasing by 4% in local currency during 1Q15 on a sequential basis, reaching levels close to those in 1Q14

## Our cement volumes

in 1Q15 declined 15% mainly by:

- Market share loss due to our price increases in January
- A strong 1Q14 comparison

## Net sales in 1Q15

declined by 9%, year-over-year, on an adjusted basis<sup>1</sup>

## Operating EBITDA in 1Q15

also on an adjusted basis<sup>1</sup>, declined by 20%, with 1Q14

(1) Adjusting for foreign-exchange fluctuations



**|| Colombia - Downward economic adjustments –  
Low potential impact is expected for our business**

**US \$6.8 B**

Budget cuts announced for next 4 years

**~1%**

Estimated potential impact of budget cuts  
in national cement consumption

**GDP forecast**

has been reduced to 3.6% by the  
Colombian Central Bank

**Housing and infrastructure**

programs already approved would not  
be affected

**COP/US exchange rate**

at weakest level since 2009

**Government has expressed**

its commitment to continue investing in  
infrastructure and housing

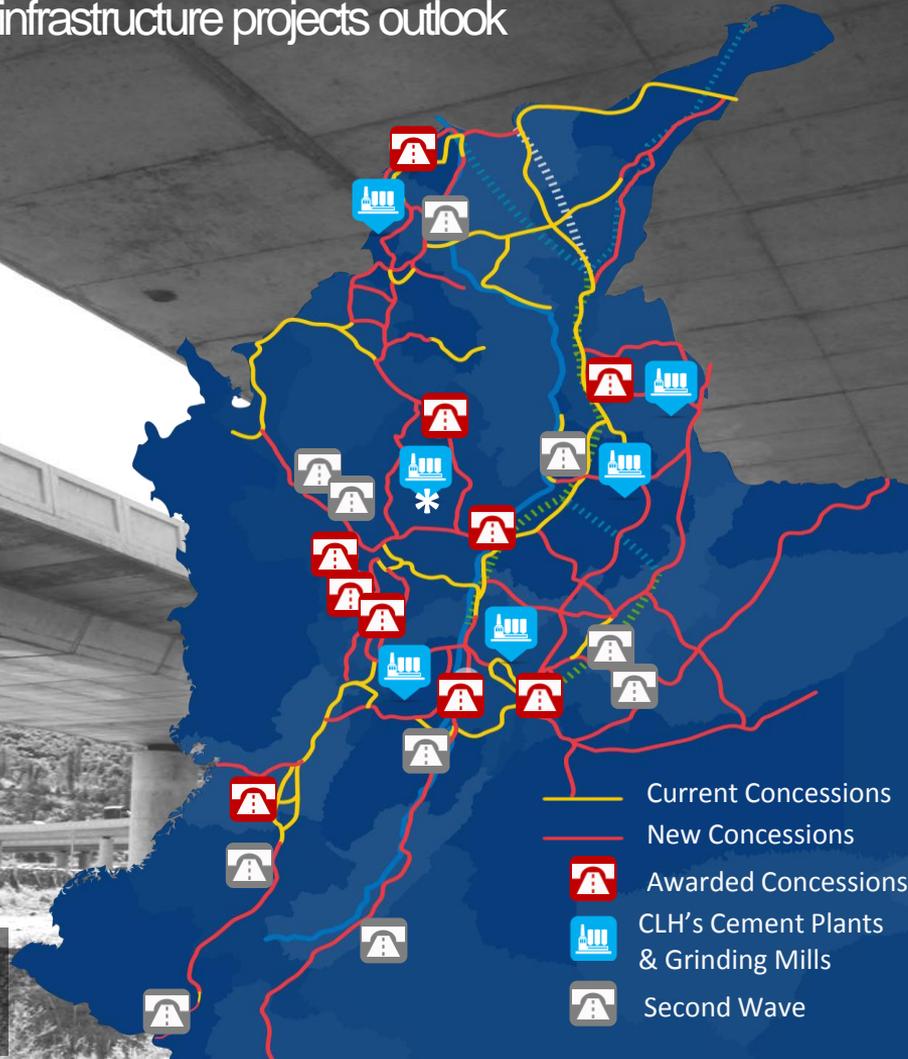
## || Colombia - In the midst of economic slowdown, a bright outlook for construction

### US \$14 B approved funds

related to projects in Infrastructure, transportation and housing include:

- 400 thousand social homes
- 20 projects in 4G program
- US \$1.1 B approved for works in 39 airports, according to the Minister of Transportation
- From the ~US \$2.1 B from royalties for transportation projects (2012 - 2014 period):
  - More than 50% of projects are still ongoing
  - About 19% have not been bid

**~ US \$21 B** Probable additional funds to those approved, that could have an impact in construction



**Funds have been earmarked** by CONPES (Planning and Ministries) and CONFIS (fiscal assessment group) for first 20 projects

**These 20 projects represent** an investment of about US \$8.8 B. First 10 projects awarded, the remaining expected to be awarded during June-July 2015

**Our cement volumes for infrastructure sector** expected to grow in the high-single digits, compared to 2014.

Source: Based on information from *Agencia Nacional de Infraestructura*

## Colombia – Government housing initiatives 2014-2018



130,000 new subsidies on mortgage rate



100,000 units in new free-home program



86,000 units under previously awarded social housing subsidy program



100,000 units under new middle-income subsidy program

### Funds for US\$ 4 B earmarked

to fund these 4 different programs during the next four years

### Our volumes in 2015

to the residential sector are expected to grow at a mid-single digit rate

### 5,000 – 7,000 houses expected

to be built under our housing solutions business during 2015





# Results Highlights Panama

# || Panama – Results Highlights

## Financial Summary US\$ Million

	1Q15	1Q14	% var
Net Sales	72	76	(6%)
Op. EBITDA	29	32	(11%)
as % net sales	39.9%	42.5%	(2.6pp)

## Volume

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	9%	9%
Ready-mix	(9%)	(7%)
Aggregates	0%	(9%)

## Price (Local Currency)

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	(3%)	0%
Ready-mix	(2%)	(1%)
Aggregates	(2%)	(2%)

## Excluding volumes to the Canal Project

our cement volumes during 1Q15 increased by 4% year-over-year

## Lower ready-mix volumes

are mainly associated with the conclusion of the *Cinta Costera* and the *Corredor Norte* projects

## Net sales and EBITDA

declined by 6% and 11%, respectively, compared with the same period of last year

## EBITDA margin in 1Q15

declined by 2.6pp, given the higher cement volumes to the Canal, as well as scheduled maintenance work

The residential sector remained the main driver for demand of our products during 1Q15

### Our volumes in 2015

to the residential and industrial and commercial sectors are expected to grow at a mid-single digit rate

### 5-year public investment plan

for about US \$11 B announced by the Government includes subway expansions, interstate highways and water management projects, among others



# Results Highlights Costa Rica

# || Costa Rica – Results Highlights

## Financial Summary US\$ Million

	1Q15	1Q14	% var
Net Sales	43	35	21%
Op. EBITDA	20	15	33%
as % net sales	45.7%	41.6%	4.1pp

## Volume

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	8%	17%
Ready-mix	10%	15%
Aggregates	45%	14%

## Price (Local Currency)

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	5%	2%
Ready-mix	(7%)	(3%)
Aggregates	(5%)	1%

## Net Sales record

in 1Q15, achieving year-over-year growth of 21%

## Growth in volumes

of 8%, 10%, and 45% for cement, ready-mix and aggregates, respectively, on a year-over-year basis

## Cement prices increased

by 5% year-over-year and by 2% sequentially, ready-mix and aggregates prices declined by 7% and 5%, respectively, compared with 1Q14

## EBITDA margin expansion

of 4.1pp in 1Q15 on a year-over-year basis

Infrastructure remained the main driver for cement demand in 1Q15

### Momentum in the infrastructure sector

expected to increase once projects such as the new container port terminal, the *Capulín* dam, and the *J. Santamaría* airport expansion begin construction

### Positive effect in volumes

due to the beginning of construction of the *Chucás* hydroelectric project

### Medium-term outlook

remains positive. Our capacity expansion project continues according to plan, and we expect to conclude the first stage during 2Q15



Results  
Highlights  
Rest of CLH

## || Rest of CLH – Results Highlights

### Financial Summary US\$ Million

	1Q15	1Q14	% var
Net Sales	66	70	(6%)
Op. EBITDA	20	19	5%
as % net sales	30.3%	27.1%	3.2pp

### Volume

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	(9%)	1%
Ready-mix	19%	6%
Aggregates	60%	18%

### Price (Local Currency)

	1Q15 vs. 1Q14	1Q15 vs. 4Q14
Cement	4%	(2%)
Ready-mix	5%	1%
Aggregates	8%	10%

### Positive growth trend continues

in all of our products in Nicaragua on a year-over-year basis. This increase was more than offset by the results in the other operations

### Net sales increase at a double-digit rate year-over-year

for the fourth consecutive quarter in Nicaragua

### Higher prices in our 3 products

in local currency terms during 1Q15, growing by 4% in cement, 5% in ready-mix, and 8% in aggregates versus the same period in 2014

## || Rest of CLH – Sector Highlights

In Guatemala, during 1Q15 we continued participating in the construction of the first wind farm in the country

### **Volume growth in Nicaragua**

is explained mainly by increased consumption from the infrastructure and residential sectors

### **We expect to continue participating**

in the Government's housing projects for the victims of last year's earthquake in Nicaragua

### **We expect positive activity**

in the commercial sector to continue throughout the year in Guatemala



# FREE CASH FLOW

1Q15 Results

## Free Cash Flow

US\$ Million	1Q15	1Q14	% var
<b>Operating EBITDA</b>	<b>112</b>	<b>141</b>	<b>(20%)</b>
- Net Financial Expense	21	24	
- Maintenance Capex	4	9	
- Change in Working Cap	5	7	
- Taxes Paid	14	21	
- Other Cash Items (net)	1	0	
<b>Free Cash Flow</b> After Maintenance Capex	<b>67</b>	<b>80</b>	<b>(17%)</b>
- Strategic Capex	48	5	
<b>Free Cash Flow</b>	<b>18</b>	<b>75</b>	<b>(75%)</b>

## Free Cash Flow

after maintenance capex reached US\$ 67 million in 1Q15

## Strategic capex was US \$48 M

in the quarter, and was used mainly for our expansion projects in Colombia, Nicaragua and Costa Rica

## Free Cash Flow after total capital expenditure

reached US \$18 M during the first quarter

**Net debt was reduced by** about US \$15 million in 1Q15



# GUIDANCE

1Q15 Results

## Volume YoY%

### Colombia

Cement	Ready - Mix	Aggregates
Mid single-digit growth	Low-teens growth	Low-teens growth

### Panama

Cement	Ready - Mix	Aggregates
(7%)	4%	4%

### Costa Rica

Cement	Ready - Mix	Aggregates
(1%)	6%	9%

## On a consolidated basis

we expect our cement, ready-mix and aggregates volumes to increase by 2%, 10% and 10%, respectively during 2015

## Maintenance capex

is expected to be about US \$45 million in 2015

## Strategic capex

is expected to reach US \$190 million in 2015

## Cash taxes

on a consolidated basis are expected to increase by about 35% in 2015 vs. 2014



# APPENDIX

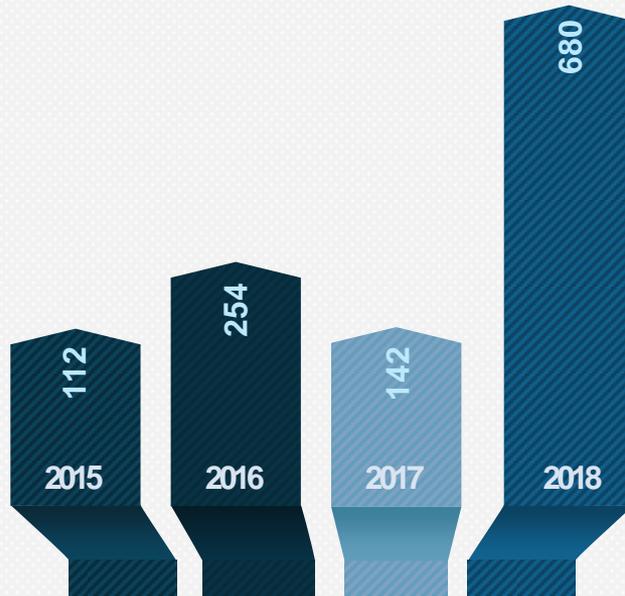
1Q15 Results

## || Consolidated debt maturity profile

**US \$1,188 million**

Total debt as of March 31, 2015

US\$ Million



**Cement:** When providing cement volume variations, refers to our domestic gray cement operations.

**Operating EBITDA:** Operating earnings before other expenses, net plus depreciation and operating amortization.

**Maintenance capital expenditures:** Investments incurred for the purpose of ensuring CLH' s operational continuity. These include capital expenditures on projects required to replace obsolete assets or maintain current operational levels, and mandatory capital expenditures, which are projects required to comply with governmental regulations or internal policies.

**Strategic capital expenditures:** Investments incurred with the purpose of increasing CLH' s profitability. These include capital expenditures on projects designed to increase profitability by expanding capacity, and margin improvement capital expenditures, which are projects designed to increase profitability by reducing costs.

**LC:** Local currency.

**pp:** Percentage points.

**Like-to-like Percentage Variation (I-t-I%var):** Percentage variations adjusted for investments/divestments and currency fluctuations.

**Rest of CLH:** Includes Brazil, Guatemala, El Salvador and Nicaragua.

### Investor Relations

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### Stock Information

Colombian Stock Exchange  
CLH



# RESULTS 1Q15

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