



2016

SECOND QUARTER RESULTS



- **Stock Listing Information**
Colombian Stock Exchange S.A.
Ticker: CLH

- **Investor Relations**
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	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Consolidated cement volume	3,775	3,620	4%	1,946	1,880	3%
Consolidated domestic gray cement	3,306	3,307	(0%)	1,697	1,714	(1%)
Consolidated ready-mix volume	1,560	1,753	(11%)	823	904	(9%)
Consolidated aggregates volume	3,678	4,369	(16%)	1,943	2,257	(14%)
Net sales	672	748	(10%)	356	394	(10%)
Gross profit	328	356	(8%)	176	186	(5%)
as % of net sales	48.9%	47.6%	1.3pp	49.3%	47.2%	2.1pp
Operating earnings before other expenses, net	183	192	(4%)	101	101	(1%)
as % of net sales	27.3%	25.6%	1.7pp	28.3%	25.8%	2.5pp
Controlling interest net income (loss)	101	82	22%	55	39	43%
Operating EBITDA	226	236	(4%)	123	124	(1%)
as % of net sales	33.6%	31.6%	2.0pp	34.4%	31.5%	2.9pp
Free cash flow after maintenance capital expenditures	126	137	(8%)	70	70	N/A
Free cash flow	50	66	(24%)	25	47	(47%)
Net debt	984	1,077	(9%)	984	1,077	(9%)
Total debt	1,034	1,136	(9%)	1,034	1,136	(9%)
Earnings per share	0.18	0.15	22%	0.10	0.07	43%
Shares outstanding at end of period	556	556	0%	556	556	0%
Employees	4,737	5,093	(7%)	4,737	5,093	(7%)

Cement and aggregates volumes in thousands of metric tons. Ready-mix volumes in thousands of cubic meters.

In millions of US dollars, except volumes, percentages, employees, and per-share amounts.

Shares outstanding are presented in millions.

Consolidated net sales during the second quarter of 2016 declined by 10% compared to the second quarter of 2015. For the first six months of 2016 consolidated net sales decreased by 10%, compared to the same period in 2015. This decline in net sales is explained mainly as a result of foreign exchange fluctuations and the effect of lower cement volumes from our operations in Panama and Costa Rica.

Cost of sales as a percentage of net sales during the first six months of the year decreased by 1.2pp from 52.4% to 51.1% on a year-over-year basis.

Operating expenses as a percentage of net sales during the first six months of the year decreased by 0.4pp from 22.0% to 21.6% compared to the same period in 2015.

Operating EBITDA during the second quarter of 2016 declined by 1% compared to the second quarter of 2015. During the first half of the

year operating EBITDA decreased by 4%, compared to the same period in 2015. This decline is mainly explained by foreign exchange fluctuations and the effect of lower cement volumes from our operations in Panama and Costa Rica.

Operating EBITDA margin during the second quarter of 2016 increased by 2.9pp, compared to the second quarter of 2015. During the first half of the year operating EBITDA margin increased by 2.0pp compared with the same period last year.

Controlling interest net income during the second quarter of 2016 increased by 43% reaching US\$55 million compared to the second quarter of 2015. During the first half of the year we registered a Controlling interest net income of US\$101 million, increasing by 22% compared to the same period a year ago.

Total debt during the second quarter reached US\$1,034 million.

Colombia

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	339	374	(9%)	182	198	(8%)
Operating EBITDA	116	128	(9%)	61	68	(11%)
Operating EBITDA margin	34.2%	34.1%	0.1pp	33.5%	34.5%	(1.0pp)

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - June	Second Quarter	January - June	Second Quarter	January - June	Second Quarter
Volume	5%	2%	(9%)	(7%)	(16%)	(14%)
Price (USD)	(9%)	(7%)	(14%)	(11%)	(6%)	(4%)
Price (local currency)	11%	10%	5%	5%	15%	13%

Year-over-year percentage variation.

In Colombia, during the second quarter our domestic gray cement volumes increased by 2%, while our ready-mix and aggregates volumes declined by 7% and 14%, respectively, compared to the second quarter of 2015. For the first six months, our domestic gray cement volumes increased by 5%, while our ready-mix and aggregates volumes decreased by 9% and 16%, respectively, compared to the same period in 2015.

During the quarter, our cement market position improved versus the second quarter of last year and remained stable sequentially. Local currency cement prices increased 10% on a year-over-year basis and decreased 2% sequentially.

The residential sector was the main driver of demand during the quarter supported by the middle-income segment, in which licenses increased 12% in the last twelve months as of May. In the infrastructure sector, regional and local investments slowed down in the first half of 2016 as new governors and mayors took office in January and as their new development plans are approved.

Panama

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	130	151	(14%)	67	79	(15%)
Operating EBITDA	58	61	(6%)	33	33	2%
Operating EBITDA margin	44.6%	40.7%	3.9pp	49.5%	41.4%	8.1pp

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - June	Second Quarter	January - June	Second Quarter	January - June	Second Quarter
Volume	(21%)	(21%)	(11%)	(8%)	(9%)	(6%)
Price (USD)	3%	2%	(5%)	(3%)	(3%)	(5%)
Price (local currency)	3%	2%	(5%)	(3%)	(3%)	(5%)

Year-over-year percentage variation.

In Panama during the second quarter our domestic gray cement, ready-mix and aggregates volumes decreased by 21%, 8% and 6%, respectively, compared to the second quarter of 2015. For the first half of the year, our domestic gray cement, ready-mix and aggregates volumes decreased by 21%, 11% and 9%, respectively, compared to the same period in 2015.

During the quarter, the negative performance in our volumes is mainly explained by a high comparison base in 2015, lower sales to the Panama Canal expansion project, the completion of some large infrastructure projects, as well as a lag effect related to a slow-down in construction license approval in previous months, and in execution of new infrastructure projects.

Costa Rica

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	82	89	(9%)	43	46	(8%)
Operating EBITDA	35	39	(12%)	18	20	(10%)
Operating EBITDA margin	42.5%	43.9%	(1.4pp)	41.4%	42.1%	(0.7pp)

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - June	Second Quarter	January - June	Second Quarter	January - June	Second Quarter
Volume	(15%)	(14%)	(8%)	(18%)	6%	4%
Price (USD)	(4%)	(3%)	8%	5%	(0%)	7%
Price (local currency)	(3%)	(2%)	9%	6%	1%	9%

Year-over-year percentage variation.

In Costa Rica, during the second quarter our domestic gray cement and ready-mix volumes declined by 14% and 18%, respectively, while our aggregates volumes increased by 4%, compared to the second quarter of 2015. For the first six months of the year, our domestic gray cement and ready-mix volumes declined by 15% and 8%, respectively, while our aggregates volumes increased by 6%, compared to 2015.

Private consumption both in industrial and commercial, as well as residential sector are the main drivers of demand of our products in 2016. Infrastructure sector continues to slow down due to a high comparison base in 2015 and the lack of execution of new projects

Rest of CLH

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	133	141	(6%)	71	76	(7%)
Operating EBITDA	44	40	12%	25	20	26%
Operating EBITDA margin	33.4%	28.1%	5.3pp	35.2%	26.1%	9.1pp

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - June	Second Quarter	January - June	Second Quarter	January - June	Second Quarter
Volume	11%	14%	(33%)	(27%)	(59%)	(60%)
Price (USD)	(5%)	(3%)	(2%)	(4%)	(17%)	(15%)
Price (local currency)	(0%)	0%	(0%)	(3%)	(13%)	(11%)

Year-over-year percentage variation.

In the Rest of CLH region, which includes our operations in Nicaragua, Guatemala, El Salvador and Brazil, during the second quarter of 2016 our domestic gray cement volumes increased by 14%, while our ready-mix and aggregates volumes declined by 27% and 60%, respectively, compared to the second quarter of 2015. During the first half of the year, our domestic gray cement volumes increased by 11%, while our ready-mix and aggregates volumes decreased by 33% and 59%, respectively, compared to same period in 2015.

During the second quarter we reached new historic cement volume records for CLH in Nicaragua and Guatemala.

OPERATING EBITDA, FREE CASH FLOW AND DEBT RELATED INFORMATION



Operating EBITDA and free cash flow

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Operating earnings before other expenses, net	183	192	(4%)	100	102	(1%)
+ Depreciation and operating amortization	43	45		23	23	
Operating EBITDA	226	237	(5%)	123	125	(2%)
- Net financial expense	29	42		14	21	
- Capital expenditures for maintenance	22	13		18	9	
- Change in working Capital	(22)	(26)		(32)	(31)	
- Taxes paid	64	63		51	49	
- Other cash items (Net)	6	8		2	7	
Free cash flow after maintenance capital exp	126	137	(8%)	70	70	1%
- Strategic Capital expenditures	76	71		45	23	
Free cash flow	50	66	(24%)	25	47	(47%)

In millions of US dollars, except percentages.

Information on Debt

	Second Quarter			First Quarter
	2016	2015	% var	2016
Total debt ^{1, 2}	1,034	1,136	9%	1,051
Short term	25%	13%		25%
Long term	75%	87%		75%
Cash and cash equivalents	51	59	(14%)	43
Net debt	984	1,077	(9%)	1,008

	Second Quarter	
	2016	2015
Currency denomination		
U.S. dollar	98%	99%
Colombian peso	2%	1%
Interest rate		
Fixed	76%	78%
Variable	24%	22%

In millions of US dollars, except percentages.

¹ Includes capital leases, in accordance with International Financial Reporting Standards (IFRS).

² Represents the consolidated balances of CLH and subsidiaries.

Income statement & balance sheet

CEMEX Latam Holdings, S.A. and Subsidiaries
 in thousands of U.S. Dollars, except per share amounts

INCOME STATEMENT	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	672,076	747,600	(10%)	356,108	393,762	(10%)
Cost of sales	(343,740)	(391,636)	12%	(180,437)	(208,030)	13%
Gross profit	328,336	355,964	(8%)	175,671	185,732	(5%)
Operating expenses	(144,860)	(164,290)	12%	(74,738)	(84,245)	11%
Operating earnings before other expenses, net	183,476	191,674	(4%)	100,933	101,487	(1%)
Other expenses, net	(274)	(7,115)	96%	(389)	(5,135)	92%
Operating earnings	183,202	184,559	(1%)	100,544	96,352	4%
Financial expenses	(29,378)	(40,565)	28%	(14,505)	(19,976)	27%
Other income (expenses), net	11,561	(2,028)	N/A	4,800	(6,731)	N/A
Net income before income taxes	165,385	141,966	16%	90,839	69,645	30%
Income tax	(64,516)	(59,232)	(9%)	(35,436)	(30,875)	(15%)
Consolidated net income	100,869	82,734	22%	55,403	38,770	43%
Non-controlling Interest Net Income	(313)	(307)	(2%)	(163)	(134)	(22%)
Controlling Interest Net Income	100,556	82,427	22%	55,240	38,636	43%
				0	0	
Operating EBITDA	226,051	236,349	(4%)	122,635	123,923	(1%)
Earnings per share	0.18	0.15	22%	0.10	0.07	43%

BALANCE SHEET	as of June 30		
	2016	2015	% var
Total Assets	3,358,440	3,465,039	(3%)
Cash and Temporary Investments	50,541	58,683	(14%)
Trade Accounts Receivables	120,326	124,828	(4%)
Other Receivables	39,542	52,210	(24%)
Inventories	76,399	102,768	(26%)
Other Current Assets	17,987	21,843	(18%)
Current Assets	304,795	360,332	(15%)
Fixed Assets	1,217,641	1,117,256	9%
Other Assets	1,836,004	1,987,451	(8%)
Total Liabilities	1,890,535	2,034,612	(7%)
Current Liabilities	574,064	438,971	31%
Long-Term Liabilities	1,308,078	1,584,765	(17%)
Other Liabilities	8,393	10,876	(23%)
Consolidated Stockholders' Equity	1,467,905	1,430,427	3%
Non-controlling Interest	5,757	5,685	1%
Stockholders' Equity Attributable to Controlling Interest	1,462,148	1,424,742	3%

Income statement & balance sheet

CEMEX Latam Holdings, S.A. and Subsidiaries

in millions of Colombian Pesos in nominal terms, except per share amounts

INCOME STATEMENT	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Net sales	2,066,868	1,871,629	10%	1,048,912	985,366	6%
Cost of sales	(1,057,120)	(980,466)	(8%)	(531,475)	(520,584)	(2%)
Gross profit	1,009,748	891,163	13%	517,437	464,782	11%
Operating expenses	(445,495)	(411,305)	(8%)	(220,140)	(210,816)	(4%)
Operating earnings before other expenses, net	564,253	479,858	18%	297,297	253,966	17%
Other expenses, net	(842)	(17,812)	95%	(1,145)	(12,854)	91%
Operating earnings	563,411	462,046	22%	296,152	241,112	23%
Financial expenses	(90,347)	(101,554)	11%	(42,723)	(49,983)	15%
Other income (expenses), net	35,553	(5,078)	N/A	14,136	(16,858)	N/A
Net income before income taxes	508,617	355,414	43%	267,565	174,271	54%
Income tax	(198,409)	(148,288)	(34%)	(104,376)	(77,261)	(35%)
Consolidated net income	310,208	207,126	50%	163,189	97,010	68%
Non-controlling Interest Net Income	(963)	(768)	(25%)	(480)	(334)	(44%)
Controlling Interest Net Income	309,245	206,358	50%	162,709	96,676	68%
Operating EBITDA	695,186	591,705	17%	361,221	310,095	16%
Earnings per share	557.76	372.43	50%	293.42	174.43	68%

BALANCE SHEET	as of June 30		
	2016	2015	% var
Total Assets	9,793,716	8,957,507	9%
Cash and Temporary Investments	147,386	151,702	(3%)
Trade Accounts Receivables	350,889	322,693	9%
Other Receivables	115,311	134,970	(15%)
Inventories	222,792	265,666	(16%)
Other Current Assets	52,455	56,468	(7%)
Current Assets	888,827	931,499	(5%)
Fixed Assets	3,550,825	2,888,229	23%
Other Assets	5,354,064	5,137,779	4%
Total Liabilities	5,513,084	5,259,697	5%
Current Liabilities	1,674,058	1,134,788	48%
Long-Term Liabilities	3,814,551	4,096,792	(7%)
Other Liabilities	24,475	28,117	(13%)
Consolidated Stockholders' Equity	4,280,632	3,697,810	16%
Non-controlling Interest	16,790	14,693	14%
Stockholders' Equity Attributable to Controlling Interest	4,263,842	3,683,117	16%

Operating Summary per Country

in thousands of U.S. dollars

Operating EBITDA margin as a percentage of net sales

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
NET SALES						
Colombia	338,981	374,258	(9%)	182,247	198,012	(8%)
Panama	129,782	150,944	(14%)	67,273	79,029	(15%)
Costa Rica	81,664	89,483	(9%)	42,727	46,440	(8%)
Rest of CLH	133,069	141,341	(6%)	70,723	75,692	(7%)
<i>Others and intercompany eliminations</i>	(11,420)	(8,426)	(36%)	(6,862)	(5,411)	(27%)
TOTAL	672,076	747,600	(10%)	356,108	393,762	(10%)
GROSS PROFIT						
Colombia	159,977	179,581	(11%)	83,209	94,088	(12%)
Panama	64,356	68,724	(6%)	36,687	37,089	(1%)
Costa Rica	43,116	49,634	(13%)	22,442	25,192	(11%)
Rest of CLH	54,314	50,922	7%	29,797	25,618	16%
<i>Others and intercompany eliminations</i>	6,573	7,103	(7%)	3,536	3,745	(6%)
TOTAL	328,336	355,964	(8%)	175,671	185,732	(5%)
OPERATING EARNINGS BEFORE OTHER EXPENSES, NET						
Colombia	103,064	113,709	(9%)	54,279	61,079	(11%)
Panama	48,954	52,145	(6%)	28,785	28,289	2%
Costa Rica	31,613	36,029	(12%)	16,178	18,020	(10%)
Rest of CLH	41,564	37,119	12%	23,469	18,431	27%
<i>Others and intercompany eliminations</i>	(41,720)	(47,328)	12%	(21,778)	(24,332)	10%
TOTAL	183,476	191,674	(4%)	100,933	101,487	(1%)
OPERATING EBITDA						
Colombia	115,777	127,582	(9%)	61,031	68,269	(11%)
Panama	57,944	61,382	(6%)	33,323	32,721	2%
Costa Rica	34,672	39,251	(12%)	17,688	19,572	(10%)
Rest of CLH	44,394	39,657	12%	24,898	19,733	26%
<i>Others and intercompany eliminations</i>	(26,736)	(31,523)	15%	(14,305)	(16,372)	13%
TOTAL	226,051	236,349	(4%)	122,635	123,923	(1%)
OPERATING EBITDA MARGIN						
Colombia	34.2%	34.1%		33.5%	34.5%	
Panama	44.6%	40.7%		49.5%	41.4%	
Costa Rica	42.5%	43.9%		41.4%	42.1%	
Rest of CLH	33.4%	28.1%		35.2%	26.1%	
TOTAL	33.6%	31.6%		34.4%	31.5%	

Volume Summary

Consolidated volume summary

Cement and aggregates in thousands of metric tons

Ready mix in thousands of cubic meters

	January - June			Second Quarter		
	2016	2015	% var	2016	2015	% var
Total cement volume ¹	3,775	3,620	4%	1,946	1,880	3%
Total domestic gray cement volume	3,306	3,307	(0%)	1,697	1,714	(1%)
Total ready-mix volume	1,560	1,753	(11%)	823	904	(9%)
Total aggregates volume	3,678	4,369	(16%)	1,943	2,257	(14%)

¹ Consolidated cement volume includes domestic and export volume of gray cement, white cement, special cement, mortar and clinker.

Per-country volume summary

	January - June 2016 vs. 2015	Second Quarter 2016 vs. 2015	Second Quarter 2016 vs. First Quarter 2016
DOMESTIC GRAY CEMENT			
Colombia	5%	2%	4%
Panama	(21%)	(21%)	1%
Costa Rica	(15%)	(14%)	8%
Rest of CLH	11%	14%	11%
READY-MIX			
Colombia	(9%)	(7%)	13%
Panama	(11%)	(8%)	7%
Costa Rica	(8%)	(18%)	(5%)
Rest of CLH	(33%)	(27%)	20%
AGGREGATES			
Colombia	(16%)	(14%)	12%
Panama	(9%)	(6%)	18%
Costa Rica	6%	4%	6%
Rest of CLH	(59%)	(60%)	(4%)

Price Summary

Variation in U.S. dollars

	January - June 2016 vs. 2015	Second Quarter 2016 vs. 2015	Second Quarter 2016 vs. First Quarter 2016
DOMESTIC GRAY CEMENT			
Colombia	(9%)	(7%)	7%
Panama	3%	2%	1%
Costa Rica	(4%)	(3%)	(1%)
Rest of CLH	(5%)	(3%)	3%
READY-MIX			
Colombia	(14%)	(11%)	9%
Panama	(5%)	(3%)	1%
Costa Rica	8%	5%	(2%)
Rest of CLH	(2%)	(4%)	(3%)
AGGREGATES			
Colombia	(6%)	(4%)	13%
Panama	(3%)	(5%)	(0%)
Costa Rica	(0%)	7%	24%
Rest of CLH	(17%)	(15%)	(0%)

For Rest of CLH, volume-weighted average prices.

Variation in local currency

	January - June 2016 vs. 2015	Second Quarter 2016 vs. 2015	Second Quarter 2016 vs. First Quarter 2016
DOMESTIC GRAY CEMENT			
Colombia	11%	10%	(2%)
Panama	3%	2%	1%
Costa Rica	(3%)	(2%)	(0%)
Rest of CLH	(0%)	0%	(4%)
READY-MIX			
Colombia	5%	5%	(0%)
Panama	(5%)	(3%)	1%
Costa Rica	9%	6%	(1%)
Rest of CLH	(0%)	(3%)	(5%)
AGGREGATES			
Colombia	15%	13%	4%
Panama	(3%)	(5%)	(0%)
Costa Rica	1%	9%	26%
Rest of CLH	(13%)	(11%)	(4%)

For Rest of CLH, volume-weighted average prices.

Methodology for translation and presentation of results

Under IFRS, CLH reports its consolidated results in its functional currency, which is the US Dollar, by translating the financial statements of foreign subsidiaries using the corresponding exchange rate at the reporting date for the balance sheet and the corresponding exchange rates at the end of each month for the income statement.

For the reader's convenience, Colombian peso amounts for the consolidated entity are calculated by converting the US dollar amounts using the closing COP/US\$ exchange rate at the reporting date for balance sheet purposes, and the average COP/US\$ exchange rate for the corresponding period for income statement purposes. The exchange rates used to convert: (i) the balance sheet as of June 30, 2016 and June 30, 2015 was \$2,916.15 and \$2,585.11 Colombian pesos per US dollar, respectively, and (ii) the consolidated results for the second quarter of 2016 and for the second quarter of 2015 were \$2,945.49 and \$2,502.32 Colombian pesos per US dollar, respectively.

Per-country/region selected financial information of the income statement is presented before corporate charges and royalties which are included under "other and intercompany eliminations."

Consolidated financial information

When reference is made to consolidated financial information means the financial information of CLH together with its consolidated subsidiaries.

Presentation of financial and operating information

Individual information is provided for Colombia, Panama and Costa Rica.

Countries in Rest of CLH include Nicaragua, Guatemala, El Salvador and Brazil.

Exchange rates

	January - June		January - June		Second Quarter	
	2016 closing	2015 closing	2016 average	2015 average	2016 average	2015 average
Colombian peso	2,916.15	2,585.11	3,075.35	2,503.52	2,945.49	2,502.32
Panama balboa	1.00	1.00	1.00	1.00	1.00	1.00
Costa Rica colon	554.20	540.97	545.25	540.71	547.50	554.90
Euro	1.1102	1.1145	1.1141	1.1080	1.1200	0.7297

Amounts provided in units of local currency per US dollar.

Repurchase of CEMEX Colombia bond

Regarding the issuance of common bonds by CEMEX Colombia in the secondary market made in July 2015, with maturity date July 2025 and with a rate of 8.3%, mentioned in note 15 and considering clause 4.10 of the common bond issuance prospectus of Cemex Colombia in the secondary market and that during the annual period comprised between July 9, 2015 and July 8, 2016 the trading volume of securities in the secondary market was less than Col\$5 billion, on July 12, 2016, Cemex Colombia made an offer to purchase the securities addressed to all holders at a price equivalent to 100% of the principal amount outstanding plus interests accrued and not yet paid. This offer was accepted by all securities holders on July 13, 2016.

The acquisition of securities by CEMEX Colombia does not imply the cancellation of such securities according to the second paragraph of article 2 of Law 964/2005.

Definition of terms

Free cash flow equals operating EBITDA minus net interest expense, maintenance and strategic capital expenditures, change in working capital, taxes paid, and other cash items (net other expenses less proceeds from the disposal of obsolete and/or substantially depleted operating fixed assets that are no longer in operation).

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.

Net debt equals total debt minus cash and cash equivalents.

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

pp equals percentage points.

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.

Working capital equals operating accounts receivable (including other current assets received as payment in kind) plus historical inventories minus operating payables.