

## **4Q16 - TALKING POINTS**

### **SLIDE #1 – [TITLE PAGE] COVER PAGE**

#### **JAIME MUGUIRO:**

Good morning, everyone. Thank you for your continued support of CLH and for joining us for our fourth quarter 2016 call and webcast.

As usual, our initial discussion of the results will be in English. These remarks as well as the results presentation are being transmitted live in our webcast at [www.cemexlatam.com](http://www.cemexlatam.com).

Afterwards, I will be more than happy to take your questions. For the benefit of the person asking, I will answer the question in the language in which it is asked, either English or Spanish.

And now let me discuss our results.

### **SLIDE #2 – [TITLE PAGE] LEGAL DISCLAIMER**

### **SLIDE #3 – FINANCIAL RESULTS SUMMARY 2016**

- 2016 was a challenging year for Cemex Latam Holdings
- The difficult macro environment in Colombia, with weaker GDP growth, the highest inflation and interest rates levels in recent years, the pressures of the twin deficit reflected in lower government spending, a very strong US dollar, the longest transportation strike in the recent history of the country, and the decrease in consumer confidence linked to the prospects of the fiscal reform, led to the first year of decline in industry cement volumes since 2009.

- In addition, competitive dynamics have worsened in Colombia, posing challenges to the continued development of our value before volume strategy
- However, despite of this environment, we were able to deliver strong operational and financial results as we remained focused on the variables that we control
- Last year, we continued developing value offers for our customers that allowed us to strengthen our market position, providing tailor made solutions for our retail, industrials, and construction segments.
- Through our operational efficiency initiatives, we achieved significant milestones in most of our Central American operations, reaching all time high EBITDA and EBITDA margins in Nicaragua and Guatemala, and record EBITDA margin in Panama.
- We also achieved volume records for cement in Guatemala, and Nicaragua, and for aggregates in Costa Rica
- As a consequence, on a year over year basis, adjusted by foreign-exchange fluctuations, our consolidated net sales decreased by only 2% while our EBITDA remained flat, as a result of a margin expansion of 0.7 percentage points
- We reached the lowest level of Working Capital investment in the history of our company, with an average working capital figure of negative five days for the full year, and negative 14 days for the fourth quarter, positively impacting our Free Cash Flow generation

#### **SLIDE #4 – FINANCIAL RESULTS SUMMARY 4Q16**

- The full year increase in our consolidated EBITDA margin is attributed mainly to the positive performance in Panama, Nicaragua, and Guatemala, more than offsetting margin declines in Colombia and Costa Rica
- Nevertheless, our fourth quarter 2016 EBITDA margin declined by 4.1 percentage points, compared to that of the same period in 2015, mainly due to lower volumes and prices in Colombia and Costa Rica, higher maintenance activities in Colombia, and an extraordinary charge of labor costs related to the cement project in Maceo, which I will explain shortly.

### **SLIDE #5 – CONSOLIDATED VOLUMES AND PRICES**

- Despite the volume records I mentioned earlier in some of our markets, our consolidated cement, ready-mix, and aggregates volumes for the full year 2016 declined by 1%, 9%, and 14%, respectively, compared to those of 2015
- Adjusted by exchange rate fluctuations, during 2016, our consolidated prices for cement, ready-mix and aggregates grew by 1%, 2% and 8% respectively, compared to those of 2015
- During the fourth quarter, despite of a contraction in cement demand in Colombia, Panama, and Costa Rica, consolidated cement volumes remained flat, on a year over year basis, reflecting a positive contribution from our operations in the Rest of CLH, where cement volumes grew 13% in the same period
- Our consolidated Ready Mix and aggregates volumes in the quarter declined 6% and 10%, respectively. Only Panama enjoyed higher ready mix and aggregates volumes in this period.
- With respect to our prices, during the fourth quarter, also adjusted by exchange rate fluctuations, while ready-mix and aggregates prices grew by

2% and 4%, respectively, consolidated cement prices declined by 8%, mainly as a result of tougher competitive dynamics in Colombia.

## **SLIDE #6 – REGIONAL HIGHLIGHTS – [TITLE PAGE]**

- Now, let me review the main operating and financial results in our markets

## **SLIDE #7 – RESULTS HIGHLIGHTS COLOMBIA [TITLE PAGE]**

## **SLIDE #8 – COLOMBIA – RESULTS HIGHLIGHTS**

- With regards to Colombia, cement consumption was negatively affected by the macro challenges that the country is facing, and by the transportation strike in the months of June and July.
- As a result, 2016 was the first year since 2009 that national cement consumption declined on a year over year basis. We estimate that the industry's daily cement dispatches declined close to 6% versus those of 2015, especially during the second half of the year, with an 8.6% contraction during the fourth quarter alone. For the full year national cement demand declined 4.4%
- However, despite of the steep decline in cement demand and the difficult competitive dynamics in 2016, we were able to improve our market presence versus that of the previous year, following our customer centric strategy and our differentiated value offers for each customer segment
- Year over year, our cement volumes remained flat in 2016, while ready-mix and aggregates volumes declined by 8% and 13%, respectively. During the fourth quarter volumes for these products decreased by 3%, 6% and 7%, respectively, versus those of 4Q15

- In addition, the decline in cement demand, combined with a more fragmented supply, including cement imports, led to a more difficult competitive environment. Such dynamics negatively affected cement prices across the country, particularly during the fourth quarter of last year.
- On a sequential basis, and in local currency terms, cement, ready mix and aggregates prices declined during the fourth quarter by 9%, 1% and 2%, respectively.
- However, given the successful execution of our value before volume strategy in 2015, our cement, ready-mix and aggregates prices in local currency terms for the full year were 1%, 4%, and 11% higher than those of in 2015.
- Regarding our 2016 financial results in Colombia, adjusted by the effect of the strong US dollar, which appreciated 10% last year against the Colombian Peso, while our net sales increased by 2%, our EBITDA decreased by 4%, resulting in a margin decline of 2.1 percentage points
- During the fourth quarter, when there was practically no variation in exchange rates, year over year, our net sales declined by 12%, our EBITDA decreased by 37%, and EBITDA margin dropped by 9.8 percentage points
- This deterioration in EBITDA margin during the fourth quarter relates mainly to lower cement volumes and prices which accounted for 2 and 4 percentage points, respectively; higher costs due to a major stoppage in our Ibagué cement plant which accounted for about 1.3 percentage points, and to some extraordinary charges related to our cement project in Maceo which accounted for 2.5 percentage points of margin erosion.
- Although, the aforementioned charges related to the Maceo plant are reflected in the fourth quarter, they were incurred throughout the year and

had previously been classified as CAPEX. In this sense, on a pro-forma basis, the negative margin impact per quarter would have been close to 0.65 percentage points, similar to the magnitude they had in the full year margin.

### **SLIDE #9 – COLOMBIA – RESIDENTIAL SECTOR**

- With regards to the residential sector, we estimate cement demand decreased by close to 2% in 2016, on a year over year basis, driven mostly by lackluster activity in the higher economic strata and by lower than anticipated construction in social housing
- However, this year, we anticipate a slight improvement for this sector. The investment budget of the Housing Ministry is expected to grow almost 18% in 2017, with total resources of around \$3.8 Billion Colombian pesos (over one Billion US dollars).
- The housing quotas approved by the government for 2017 are under review, but as of today there are over 100 thousand available subsidies, expected to be executed next year
- The level of execution of these programs, and how the effect of the tax reform on available income impacts them, remain to be seen
- In terms of cement demand, we now expect the residential sector in 2017 to remain flattish compared to that of 2016

### **SLIDE #10 – COLOMBIA – INFRASTRUCTURE**

- Regarding infrastructure, we estimate that cement demand declined by close to eight percent in 2016.
- This decline is mainly explained by the high comparison base of 2015 derived from a higher execution of projects developed by local and regional

administrations, in anticipation of the elections of October 2015; by the very low level of execution from new administrations in 2016, as well as by the delay in execution of the 4G and Private Initiative PPP infrastructure projects.

- Industry Ready mix volumes dispatched to infrastructure works decreased by 24% for the January to November period compared to those of 2015
- We expect a better performance from the infrastructure sector in 2017, driven by higher execution of works from local mayors and governors, and by the initiation of 4G projects
- In relation to the 4G concessions, dispatches are expected to increase in the second half of 2017. From what we know, 8 projects from the first wave have secured disbursements and have started construction works already
- We now estimate these projects could generate disbursements of over \$1 billion dollars in 2017 triggering demand for our products
- In this sense, as of today, we have secured dispatches to 17 functional units from the 4Gs, not considering any contracts from Private Initiative PPP's or the Vias de la Equidad.
- Going forward, in order to grow our volumes in the country, one of our goals is to be provider of choice of between 40% and 50% of the cement volumes currently in the pipeline of infrastructure projects in the country
- It is likely that after the approval of the fiscal reform, Colombia will be able to maintain the country's investment grade. As a result, some 4G projects included in the second wave should now face somewhat better conditions to secure financing and start construction in 2018 and onwards
- In terms of cement demand, we expect a 3.3% increase for the infrastructure sector in 2017

Industrial and commercial (no slide)

- Finally: Construction activity related to the Industrial and commercial sector also decreased in 2016. Construction permits for this sector declined by 21% from January to November of last year. As a result, cement and ready mix demand declined 8% year over year compared to that of 2015.
- Given the development in construction permits for this sector, we estimate cement volumes from industrial and commercial works in 2017 to decrease 3.0%

### **SLIDE #11 – [TITLE SLIDE] PANAMA**

### **SLIDE #12 – PANAMA RESULTS HIGHLIGHTS**

- Regarding Panama, we are glad with our achievements during 2016
- Last year, despite of a decline of 14% in cement volumes, and a 10% drop in net sales, we reached new EBITDA margin records, and were able to generate flat EBITDA compared to that of 2015.
- We also delivered a flat EBITDA in the fourth quarter, despite of a drop in Net Sales of 6% year over year
- Our margin increases, during both the quarter and full year, were achieved through a successful execution of our value before volume strategy, and different cost efficiency initiatives
- Our yearly dispatches to the Panama Canal expansion project fell from 7.5% in 2015, to 1.2% of our total cement volumes last year, and were mostly during the first six months of the year. We had no dispatches to this project in the last quarter of last year.
- Adjusting for the volumes sold to the canal expansion project, on a year over year basis, our volumes in the fourth quarter were almost flat, while for the full year, they declined 8%

- Our cement prices grew by 2% in 2016, while our ready mix and aggregates prices declined by 4% and 3%, respectively, compared to those of 2015. During the fourth quarter, cement prices remained flat, while ready mix and aggregates prices decreased by 3% and 6%, respectively.
- Before we discuss our demand sectors in detail, I would like to highlight that during 2016 we increased the usage of alternative fuels in the country. Our full year substitution rate increased by 2.4 times versus that of 2015, reaching an all time record of 16%.

### **SLIDE #13 – PANAMA – SECTOR HIGHLIGHTS**

- During the past two quarters we have seen a reassuring trend in demand of our products in the country. After a weak first half of the year, the rate of construction permits approval significantly improved since August
- During 2016 the residential sector was the main driver for cement demand in the country, growing by close to 3%, year over year
- We estimate that volumes for this sector will remain flat during 2017. Housing projects sponsored by the government, as well as middle income housing developments should offset a decline in demand from high income housing.
- The government intends to reduce the existing housing deficit in the country by about 25% in the next 3 years. They plan to build 35 thousand homes in the areas with the highest poverty rates
- Cement demand to the infrastructure sector declined by 30% in 2016 as a result of the high comparison base from the expansion of the Panama Canal in 2015
- However, during the fourth quarter, this sector had a significant increase in cement demand compared to that of the same period of 2015, mostly

explained by lower volumes to the canal project in 4Q15, as well as higher cement demand from the construction of the second line of the Subway, and from an energy project

- We estimate that demand to this sector will suffer a low single digit decline in 2017 compared to that of 2016. However, adjusted by the effect of the cement volumes for the Panama Canal Expansion last year, dispatches of cement for infrastructure projects should grow by close to 10% in the same period.
- According to our current estimates, this year projects for about 2.3 Billion Dollars could start construction. Among the most important are:
  - Arraiján-Panamá highway expansion
  - Expansion of the Trans-istmica
  - The port of Rodman
  - The electricity generation project of AES Colón
- The country has been growing at encouraging rates in terms of GDP, with one of the healthiest fiscal positions in the region. We estimate that development of infrastructure projects will play an important role in the economic growth of the country in years to come
- Regarding cement dispatches to the Industrial and Commercial sector, after the 40% decline seen in 2016, resulting from a high comparison base, we estimate that cement demand to this sector will remain flat in 2017, as developers could remain cautious amid high inventory levels.

## **SLIDE #14 – [TITLE PAGE] – COSTA RICA**

## **SLIDE #15 – COSTA RICA – RESULTS HIGHLIGHTS**

- In our operations in Costa Rica, we were affected by the lack of new public works, and the tough comparison base related to high execution of infrastructure projects in 2015.

- National cement consumption declined by 4%, mostly explained by the hard landing of cement dispatches to infrastructure projects, which year over year decreased 27%.
- Our cement and Ready mix volumes declined by 12% and 9%, respectively for the full year; and also decreased by 8% and 20%, respectively, during the fourth quarter, compared to those of the same periods in 2015.
- In contrast, our export volumes from Costa Rica increased by 18% for the full year 2016, partially offsetting the decline in domestic volumes.
- Our aggregates volumes reached a new historic record for the full year, growing by 9% year over year, although they declined by 5% during the fourth quarter due to the termination of a large project
- With regards to our prices in local currency, Ready mix and aggregates prices increased, for the full year, by 2% and 4%, respectively, while cement prices fell by 3%, compared to those of 2015. During the fourth quarter, on a year over year basis, cement, ready mix, and aggregates prices declined by 4%, 9% and 3%, respectively.
- On a year over year basis, full year and fourth quarter EBITDA declined by 12% and 19%, respectively, due to lower cement volumes for infrastructure projects, as well as to lower prices resulting from weaker demand, and pressures from imported cement
- Our EBITDA margin decreased by 1.2 percentage points for the full year, and by 3.7 during the quarter, on year over year basis. This decline is mostly explained by lower volumes and prices.

## **SLIDE #16 – COSTA RICA – SECTOR HIGHLIGHTS**

- In terms of the different demand sectors, housing, and industrial and commercial drove cement demand in the country in 2016, growing by 1% and 2%, respectively, year over year.
- Cement dispatches for the Industrial and commercial sector are expected to increase by 1% in 2017, driven mostly by construction of Hotels, supermarkets, big-box retailers, and warehouses.
- Regarding demand of our products for the residential sector, we expect a 1% increase in 2017. We have seen better prospects from residential loans and increasing building permits, revealing confidence among homebuilders.
- With regards to cement demand to the infrastructure sector, it fell 27% year over year as there was significantly less execution of projects in 2016 than in 2015
- However, in 2017 demand of our products for Infrastructure works should increase by about 13%, as the government resumes some projects in advance of the presidential elections scheduled for February 2018.
- Roads such as San José – San Ramón, or San José – Limonal, as well as the relatively small hydroelectric projects like Capulín or Los Negros, and the Sixaola Bridge should help boost demand next year.

## **SLIDE #17 – [TITLE PAGE] REST OF CLH**

## **SLIDE #18 – REST OF CLH – RESULTS HIGHLIGHTS**

- 2016 was a very good year for our Rest of CLH region, which includes Nicaragua, Guatemala, El Salvador, and Manaus, in Brazil.

- Last year we reached all time high cement volumes, EBITDA, and EBITDA margins in Nicaragua, and Guatemala.
- Despite of a 2% drop in net sales in 2016, our EBITDA increased by 16%. Also, during the fourth quarter, our EBITDA increased by 27% while net sales grew by 10%.
- Our EBITDA margin improved by 4.9 percentage points during the full year, and by 3.8 percentage points during the fourth quarter. The margin expansion was fueled by strong pricing, and by a double digit increase in cement volumes, more than offsetting a significant decline in our Ready Mix and aggregates volumes.
- Specifically, in Guatemala, EBITDA margins increased by 4.6 percentage points, both during the last quarter of last year, and in the full year 2016. In Nicaragua, during these same periods, EBITDA margin increased by 2.7 percentage points, and by 4.4 percentage points, respectively.

### **SLIDE #19 – REST OF CLH – SECTOR EXPECTATIONS**

- In Nicaragua we observed a robust economic performance in 2016, despite the challenging external conditions. Agricultural and commercial activities helped the economy grow, while remittances and tourism inflows continued to be strong.
- Although in 2016 private construction activity lost some momentum, mostly in the residential sector, public construction partially offset this slowdown
- Even though we are very pleased with the performance we had in Nicaragua, we are cautious about the performance in the short given some perceived vulnerability of external accounts that would affect public spending, and by the so called NICA Act.

- Infrastructure is expected to remain subdued due to lower allocation of public budget
- However, the execution of some infrastructure projects might accelerate due to local elections in the second half of this year.
- In Nicaragua we expect cement demand from the Residential and Industrial and commercial sectors to remain flat in 2017, whereas cement dispatches to Infrastructure projects are expected to grow by 5%
- With regards to Guatemala, public spending declined in 2016 due to regulatory changes, high uncertainty associated with corruption scandals, and limited access to external funding. Last year, private spending continued to fuel demand for our products.
- For this year, we expect more favorable economic conditions. Private consumption should continue growing on the back of solid remittance inflows.
- Cement demand is expected to increase in the industrial and commercial sector, while a low single decline in dispatches is expected in residential and infrastructure sectors, although with an upside potential in the latter if public construction is better than currently anticipated.

## **SLIDE #20 – [TITLE PAGE] – FCF AND DEBT**

I would now like to discuss our free cash flow generation

## **SLIDE #21 – WORKING CAPITAL**

- I am glad to share with you that during the fourth quarter we continued improving our management of working capital.

- Our average working capital in days in 4Q16 was negative 14; 16 days less than in the same period in 2015, and 8 days less than in the previous quarter.
- We have consistently improved this line along the year, reaching the lowest average working capital investment in our history, and for the first time, reaching a negative figure of five days for our working capital needs for the full year, and negative 14 days for the fourth quarter
- In 2016 alone we were able to reduce our full year average working capital needs by 67 million dollars compared to those of 2015, and by 120 Million dollars compared to average working capital invested in 2014

## **SLIDE #22 – FCF GENERATION**

- During 2016, our free cash flow after maintenance capex declined five percent, to 237 million dollars
- Fourth quarter and full year free cash flow, were positively impacted by lower financial expenses, cash taxes, and other expenses, that allowed us to partially offset the negative market dynamics in Colombia and Costa Rica, and the appreciation of the US dollar.
- The 38 million dollar contribution from our variation in working capital, although 6 Million smaller than that of last year, was an important contributor to these results.
- During the year, our strategic capex was 140 million dollars, four million dollars less than that of 2015; and was mostly related to our Maceo cement project in Antioquia
- In 2016, our free cash flow after total capex was used to reduce debt. Our total debt at the end of the period was 983 Million dollars, 105 million

dollars lower than that of 2015. In addition, our net debt to Ebitda ratio closed at 2.2 times.

### **SLIDE #23 – [TITLE SLIDE] – DEBT RENEGOTIATION**

- Moving forward, I would like to share with you that we have reached an agreement in principle to renegotiate the terms for 717 Million Dollars of our debt with CEMEX, representing about 73% of our total debt.
- As you know, the loan negotiated with CEMEX back in 2012 paid a fixed interest rate of 7%, and we have decided to refinance it with a new 6-year loan, also with CEMEX, with a fixed rate of 5.65%, benefiting from an improved credit profile and better US debt market conditions
- This refinancing would result in a reduction of the blended cost of all debt with CEMEX of more than 100 bps, down to 5.37%. In addition, we would extend average life of our debt by more than 3 years, to 4.9 years.
- Refinancing would result in annualized savings in interest expense of 9.7 Million dollars, assuming current level of outstanding debt
- This transaction carries total prepayment premium and refinancing fees of 12.4 Million dollars
- CLH decided to renegotiate this debt ahead of its maturity given the current volatility across the board, and the likelihood of upcoming increases in interest rates in the United States.
- **SLIDE #24 – [TITLE SLIDE] - GUIDANCE**
- Now I would like to discuss our guidance for 2017

### **SLIDE #25 – GUIDANCE**

- This year, we expect consolidated cement and aggregates volumes to remain flat, while ready-mix volumes are expected to grow between 1% and 3%, compared to those of 2015
- Our expectations in Colombia are similar to those at the consolidated level, cement and aggregates volumes should remain flat, while ready-mix volumes grow within the 1% to 3% range, compared to 2016 levels
- In the case of Panama, and Costa Rica, we expect our cement, ready mix and aggregates volumes to grow between 1% and 3%, above 2015 levels
- We expect cash taxes for 2017 to remain between 100 MM and 110 MM US dollars.
- Regarding our capital expenditures, for 2017 we estimate that maintenance capex should remain flat at around 56 million dollars
- Our strategic capex in 2017 is expected to reach 40 million dollars, which is 100 million dollars lower than that last year. This investment is committed to complete our new Maceo cement plant
- While there are challenges ahead, based on our current business plan we are confident that we will continue generating strong free cash flow which we will use to reduce debt. We want to strengthen our capital structure by reaching a leverage ratio of around 1.6 times net debt to EBITDA. If we get to this level, we may consider evaluating options for accretive free cash flow allocation, which could include expansion opportunities and/or dividend payments.
- We are confident that we have the right commercial strategy and a strong footprint to continue creating value for all our shareholders

**[RETURN TO SLIDE #2]**

**[TITLE SLIDE] – LEGAL DISCLAIMER**

Before opening up the call to your questions, I would like to give you an update on the Maceo project.

With regards to the access road, to date we have made progress in its construction; and are moving forward with the required procedures to secure those permits that are still pending.

With respect to the request to expand the Zona Franca to cover the clinker line, since CEMEX Colombia has not received a final and positive resolution, our decision not to commission said line remains for the time being.

With regards to the environmental license, as reported in December, Corantioquia decided to deny the request to increase the production capacity up to 950 thousand tons per year, on the basis of the overlapping of the project with a so called District of Integrated Management (*Distrito de Manejo Integrado or DMI*). Following such a decision, our indirect subsidiary filed an appeal, which has not been responded yet.

Corantioquia has opened a consultation process on the rezoning plans for the aforementioned DMI. In addition to third parties, our indirect subsidiary has filed a motion that proposes a new rezoning that considers the development of economic activities, including cement production, in the existing DMI.

In addition, we expect to file for the subtraction of the entire Maceo Project from this DMI, no later than April this year.

To date, the environmental license remains in the hands of an indirect subsidiary of CLH; and the decision on whether or not to grant Corantioquia the authorization and consent to revert back the license to CI Calizas is still pending.

It is relevant to stress that even in the case that this consent was granted by us to Corantioquia, the license would remain in force, and CLH thinks it

would continue to have the rights to use and enjoy this license as per the lease agreement with the Sociedad de Activos Especiales.

CEMEX Latam Holdings will continue to work on solving the issues causing the postponement of the commissioning of the Maceo cement plant in order to capture, as soon as reasonably possible, the full benefits of this state of the art facility on its operating efficiencies in Colombia, and therefore to contribute to the social and economical development of the region.

Lastly, I would like to share with you that in connection with the internal audit related to Maceo's project, and considering the findings and the legal opinions available, during the fourth quarter of 2016, considering the irregularities in the legal processes that have not permitted CEMEX Colombia to be the rightful owner of the several assets related to the Maceo cement project, CLH determined three things:

First, there is low probability to recover resources delivered under different memorandums of understanding for the purchase of the assets related to the project for an amount of approximately 14 Million dollars, which were recognized as part of investments in progress. These assets have been considered as contingent and therefore were reduced to zero, recognizing an impairment loss for such amount against "other expenses, net"

Nonetheless, on December 19, 2016, CEMEX Colombia filed a claim in the civil courts aiming at securing the proper transfer of the additional land to CEMEX Colombia;

Second, certain purchases of equipment installed in the plant were considered exempt for VAT purposes under the benefits of the free trade zone, however, as those assets were actually installed outside of the free trade zone's area, they lack of such benefits, therefore, CEMEX increased investments in progress against VAT accounts payable for approximately 9 Million dollars

and

Third, the cancellation of the balance payable to CI Calizas under the MOU in connection with the acquisition of the assets for approximately 9 Million dollars against a reduction in investments in progress

All these amounts considering the Colombian peso to U.S. dollar exchange rate as of December 31, 2016.

Now, I would like to remind you that any forward-looking statements we make today are based on our current knowledge of the markets in which we operate and could change in the future due to a variety of factors beyond our control.

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

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**[TITLE SLIDE – Q&A]**

And now I will be happy to take your questions. As I mentioned earlier, for the benefit of the person making a question, I will be answering in the language asked.

Pasaremos ahora a la sesión de preguntas y respuestas. Para el beneficio de la persona que hace la pregunta, se responderá en el mismo idioma en que se plantee.

Operator...

**[Final comments after Q&A]**

Thank you very much.

In closing, I would like to thank you all for your time and attention. We look forward to your continued participation in CEMEX Latam Holdings. Please feel free to contact us directly or visit our website [www.cemexlatam.com](http://www.cemexlatam.com) at any time.