



2020

FIRST QUARTER RESULTS



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

- **Investor Relations**
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	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Consolidated cement volume	1,426	1,626	(12%)		1,426	1,626	(12%)	
Consolidated domestic gray cement volume	1,287	1,453	(11%)		1,287	1,453	(11%)	
Consolidated ready-mix volume	480	642	(25%)		480	642	(25%)	
Consolidated aggregates volume	1,001	1,489	(33%)		1,001	1,489	(33%)	
Net sales	214	258	(17%)	(11%)	214	258	(17%)	(11%)
Gross profit	87	104	(16%)	(10%)	87	104	(16%)	(10%)
as % of net sales	40.6%	40.1%	0.5pp		40.6%	40.1%	0.5pp	
Operating earnings (loss) before other expenses, net	27	34	(22%)	(19%)	27	34	(22%)	(19%)
as % of net sales	12.4%	13.2%	(0.8pp)		12.4%	13.2%	(0.8pp)	
Controlling interest net income (loss)	-30	16	N/A		-30	16	N/A	
Operating EBITDA	46	55	(16%)	(12%)	46	55	(16%)	(12%)
as % of net sales	21.4%	21.2%	0.2pp		21.4%	21.2%	0.2pp	
Free cash flow after maintenance capital expenditures	2	17	(85%)		2	17	(85%)	
Free cash flow	2	17	(89%)		2	17	(89%)	
Net debt	734	797	(8%)		734	797	(8%)	
Total debt	766	835	(8%)		766	835	(8%)	
Earnings (loss) of continued operations per share	(0.05)	0.03	N/A		(0.05)	0.03	N/A	
Shares outstanding at end of period	557	557	0%		557	557	0%	
Employees	4,262	4,167	2%		4,262	4,167	2%	

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 first quarter of 2020 declined by 17% in U.S.-dollar terms, or by 11% in local-currency terms, compared to those of the first quarter of 2019.

Cost of sales as a percentage of net sales during the first quarter decreased by 0.5pp from 59.9% to 59.4%, on a year-over-year basis.

Operating expenses as a percentage of net sales during the quarter increased by 1.3pp to 28.3%, from 27.0% during the same period of 2019.

Operating EBITDA during the first quarter of 2020 declined in U.S.-dollar and local-currency terms by 16% and 12%, respectively, compared to that of the first quarter of 2019. The decline was mainly due to lower

volumes, increased distribution costs and the appreciation of the U.S. dollar. These impacts were partially offset by a positive price effect, as well as lower operational costs and SG&A savings.

Operating EBITDA margin during the first quarter of 2020 increased by 0.2pp to 21.4%, on a year-over-year basis.

Controlling interest net during the first quarter was a US\$30 million loss, compared with an income of US\$16 million during the same quarter of 2019.

Total debt declined by 8% during the quarter on a year-over-year basis, reaching US\$766 million.

Colombia

	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Net sales	102	128	(21%)	(8%)	102	128	(21%)	(8%)
Operating EBITDA	17	22	(24%)	(14%)	17	22	(24%)	(14%)
Operating EBITDA margin	16.3%	17.1%	(0.8pp)		16.3%	17.1%	(0.8pp)	

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - March	First Quarter	January - March	First Quarter	January - March	First Quarter
Volume	(15%)	(15%)	(24%)	(24%)	(23%)	(23%)
Price (USD)	(5%)	(5%)	(11%)	(11%)	(12%)	(12%)
Price (local currency)	9%	9%	3%	3%	2%	2%

Year-over-year percentage variation.

In Colombia, during the first quarter our domestic gray cement, ready-mix and aggregates volumes decreased by 15%, 24%, and 23%, respectively, compared with those of the first quarter of 2019.

Construction activity in Colombia was strong before the impact of COVID-19. Industry volumes improved by around 7% year-to-date February, with an estimated 30% decline during March. The Government of Colombia announced an initial period of quarantine from March 25th to April 13th, period in which we suspended operations.

Our cement prices during the quarter increased by 2% sequentially and by 9% year-over-year, in Colombian-pesos terms.

Panama

	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Net sales	35	50	(31%)	(31%)	35	50	(31%)	(31%)
Operating EBITDA	10	14	(25%)	(25%)	10	14	(25%)	(25%)
Operating EBITDA margin	30.0%	27.7%	2.3pp		30.0%	27.7%	2.3pp	

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - March	First Quarter	January - March	First Quarter	January - March	First Quarter
Volume	(30%)	(30%)	(39%)	(39%)	(35%)	(35%)
Price (USD)	(7%)	(7%)	(8%)	(8%)	(7%)	(7%)
Price (local currency)	(7%)	(7%)	(8%)	(8%)	(7%)	(7%)

Year-over-year percentage variation.

In Panama during the first quarter our domestic gray cement, ready-mix and aggregates volumes decreased by 30%, 39%, and 35%, respectively, compared to those of the first quarter of 2019. Our ready-mix volumes, on a proforma basis adjusting for the plants sold during 2019, declined by 7% during the quarter on a year-over-year basis.

In Panama, the COVID-19 crisis intensified an already weakened demand environment. We estimate that industry volumes declined by around 30% during the quarter. The Government of Panama announced an initial period of quarantine from March 25th to April 25th, period in which we suspended operations.

Cement demand continued to be affected by high levels of inventory in apartments and offices, as well as by the deceleration of the economy.

Costa Rica

	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Net sales	25	28	(9%)	(13%)	25	28	(9%)	(13%)
Operating EBITDA	8	10	(21%)	(24%)	8	10	(21%)	(24%)
Operating EBITDA margin	30.9%	35.6%	(4.7pp)		30.9%	35.6%	(4.7pp)	

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - March	First Quarter	January - March	First Quarter	January - March	First Quarter
Volume	(4%)	(4%)	(11%)	(11%)	(73%)	(73%)
Price (USD)	(4%)	(4%)	(5%)	(5%)	163%	163%
Price (local currency)	(9%)	(9%)	(10%)	(10%)	150%	150%

Year-over-year percentage variation.

In Costa Rica, during the first quarter our domestic gray cement, ready-mix and aggregates volumes decreased by 4%, 11%, and 73%, respectively, compared to those of the first quarter of 2019. Please note that in our aggregates business, we had a business model change.

Construction activity was showing signs of recovery before the COVID-19 containment measures taken by mid-March. For instance, construction permits improved year-to-date February by 7%. The Government of Costa Rica took decisive actions to limit the spread of COVID-19, while avoiding a complete shutdown of the economy. During the quarter, our volumes were supported by a reactivation in the residential sector and infrastructure projects.

Rest of CLH

	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Net sales	57	57	1%	3%	57	57	1%	3%
Operating EBITDA	17	17	2%	4%	17	17	2%	4%
Operating EBITDA margin	30.5%	30.2%	0.3pp		30.5%	30.2%	0.3pp	

In millions of US dollars, except percentages.

	Domestic gray cement		Ready-Mix		Aggregates	
	January - March	First Quarter	January - March	First Quarter	January - March	First Quarter
Volume	5%	5%	(15%)	(15%)	(12%)	(12%)
Price (USD)	(4%)	(4%)	2%	2%	23%	23%
Price (local currency)	(2%)	(2%)	3%	3%	28%	28%

Year-over-year percentage variation.

In the Rest of CLH region, which includes our operations in Nicaragua, Guatemala and El Salvador, our quarterly domestic gray cement volumes increased by 5%, while our ready-mix and aggregates volumes decreased by 15% and 12%, respectively, compared to those of the first quarter of 2019.

In Nicaragua, our cement volumes improved by 2% during the quarter. This is the first year-over-year increase since the fourth quarter of 2017. Our volume performance was better than expected driven by a mild reactivation of the self-construction sector, as well as by government-sponsored projects such as a hospital, highways, and a social-housing complex.

In Guatemala, our cement volumes improved by 7% percent during the quarter, showing a double-digit increase year-to-date February, and a low-single-digit decline during March. During the quarter, our cement volumes were supported by the self-construction sector, as well as by industrial-and-commercial projects in Guatemala City and other main cities.

Operating EBITDA and free cash flow

	January - March			First Quarter		
	2020	2019	% var	2020	2019	% var
Operating earnings before other expenses, net	27	34	(22%)	27	34	(22%)
+ Depreciation and operating amortization	19	21		19	21	
Operating EBITDA	46	55	(16%)	46	55	(16%)
- Net financial expense	13	14		13	14	
- Capital expenditures for maintenance	2	5		2	5	
- Change in working Capital	21	6		21	6	
- Taxes paid	6	13		6	13	
- Other cash items (Net)	0	(1)		0	(1)	
Free cash flow after maintenance capital exp	2	17	(85%)	2	17	(85%)
- Strategic Capital expenditures	1	0		1	0	
Free cash flow	2	17	(89%)	2	17	(89%)

In millions of US dollars, except percentages.

Information on Debt

	First Quarter			Fourth Quarter
	2020	2019	% var	2019
Total debt^{1, 2}	766	835		758
Short term	1%	1%		1%
Long term	99%	99%		99%
Cash and cash equivalents	32	38	(16%)	23
Net debt	734	797	(8%)	736
Net debt / EBITDA	3.9x	3.4x		3.7x

	First Quarter	
	2020	2019
Currency denomination		
U.S. dollar	99%	99%
Colombian peso	1%	1%
Interest rate		
Fixed	66%	59%
Variable	34%	41%

In millions of US dollars, except percentages.

¹ Includes 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 - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
Net sales	214,225	258,224	(17%)	(11%)	214,225	258,224	(17%)	(11%)
Cost of sales	(127,166)	(154,663)	18%		(127,166)	(154,663)	18%	
Gross profit	87,059	103,561	(16%)	(10%)	87,059	103,561	(16%)	(10%)
Operating expenses	(60,528)	(69,597)	13%		(60,528)	(69,597)	13%	
Operating earnings (loss) before other expenses, net	26,531	33,964	(22%)	(19%)	26,531	33,964	(22%)	(19%)
Other expenses, net	(1,711)	63	n/a		(1,711)	63	n/a	
Operating earnings (loss)	24,820	34,027	(27%)		24,820	34,027	(27%)	
Financial expenses	(13,280)	(13,856)	4%		(13,280)	(13,856)	4%	
Other income (expenses), net	(38,718)	2,772	n/a		(38,718)	2,772	n/a	
Net income (loss) before income taxes	(27,178)	22,943	n/a		(27,178)	22,943	n/a	
Income tax	(3,309)	(7,303)	55%		(3,309)	(7,303)	55%	
Consolidated net income (loss)	(30,487)	15,640	n/a		(30,487)	15,640	n/a	
Non-controlling interest net income	69	(39)	n/a		69	(39)	n/a	
Controlling Interest Net Income (loss)	(30,418)	15,601	n/a		(30,418)	15,601	n/a	
Operating EBITDA	45,802	54,638	(16%)	(12%)	45,802	54,638	(16%)	(12%)
Earnings (loss) of continued operations per share	(0.05)	0.03	n/a		(0.05)	0.03	n/a	

BALANCE SHEET	as of March 31		
	2020	2019	% var
Total Assets	2,817,015	3,063,137	(8%)
Cash and Temporary Investments	32,151	38,050	(16%)
Trade Accounts Receivables	68,872	86,219	(20%)
Other Receivables	84,233	48,287	74%
Inventories	73,886	84,361	(12%)
Other Current Assets	19,292	36,048	(46%)
Current Assets	278,434	292,965	(5%)
Fixed Assets	996,151	1,183,429	(16%)
Other Assets	1,542,430	1,586,743	(3%)
Total Liabilities	1,374,236	1,518,648	(10%)
Current Liabilities	230,452	286,453	(20%)
Long-Term Liabilities	1,079,445	1,214,257	(11%)
Other Liabilities	64,339	17,938	259%
Consolidated Stockholders' Equity	1,442,779	1,544,489	(7%)
Non-controlling Interest	4,809	5,268	(9%)
Stockholders' Equity Attributable to Controlling Interest	1,437,970	1,539,221	(7%)

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 - March			First Quarter		
	2020	2019	% var	2020	2019	% var
Net sales	786,643	809,985	(3%)	786,643	809,985	(3%)
Cost of sales	(466,960)	(485,141)	4%	(466,960)	(485,141)	4%
Gross profit	319,683	324,844	(2%)	319,683	324,844	(2%)
Operating expenses	(222,258)	(218,308)	(2%)	(222,262)	(218,308)	(2%)
Operating earnings (loss) before other expenses, net	97,424	106,536	(9%)	97,424	106,536	(9%)
Other expenses, net	(6,286)	199	n/a	(6,282)	199	n/a
Operating earnings (loss)	91,138	106,735	(15%)	91,138	106,735	(15%)
Financial expenses	(48,762)	(43,467)	(12%)	(48,766)	(43,467)	(12%)
Other income (expenses), net	(142,175)	8,696	n/a	(142,175)	8,696	n/a
Net income (loss) before income taxes	(99,798)	71,965	n/a	(99,798)	71,965	n/a
Income tax	(12,151)	(22,906)	47%	(12,151)	(22,906)	47%
Consolidated net income (loss)	(111,949)	49,059	n/a	(111,949)	49,059	n/a
Non-controlling interest net income	251	(121)	n/a	255	(121)	n/a
Controlling Interest Net Income (loss)	(111,698)	48,938	n/a	(111,698)	48,938	n/a
Operating EBITDA	168,187	171,387	(2%)	168,187	171,387	(2%)
Earnings (loss) of continued operations per share	(201)	88	n/a	(201)	88	n/a

BALANCE SHEET	as of March 31		
	2020	2019	% var
Total Assets	11,450,629	9,724,815	18%
Cash and Temporary Investments	130,687	120,802	8%
Trade Accounts Receivables	279,952	273,727	2%
Other Receivables	342,389	153,301	123%
Inventories	300,334	267,829	12%
Other Current Assets	78,417	114,444	(31%)
Current Assets	1,131,780	930,103	22%
Fixed Assets	4,049,166	3,757,138	8%
Other Assets	6,269,683	5,037,574	24%
Total Liabilities	5,586,008	4,821,386	16%
Current Liabilities	936,743	909,426	3%
Long-Term Liabilities	4,387,740	3,855,012	14%
Other Liabilities	261,525	56,948	359%
Consolidated Stockholders' Equity	5,864,621	4,903,429	20%
Non-controlling Interest	19,547	16,724	17%
Stockholders' Equity Attributable to Controlling Interest	5,845,074	4,886,705	20%

Operating Summary per Country

in thousands of U.S. dollars

Operating EBITDA margin as a percentage of net sales

	January - March				First Quarter			
	2020	2019	% var	I-t-I % var	2020	2019	% var	I-t-I % var
NET SALES								
Colombia	101,735	128,066	(21%)	(8%)	101,735	128,066	(21%)	(8%)
Panama	34,516	50,024	(31%)	(31%)	34,516	50,024	(31%)	(31%)
Costa Rica	25,350	27,757	(9%)	(13%)	25,350	27,757	(9%)	(13%)
Rest of CLH	57,259	56,571	1%	3%	57,259	56,571	1%	3%
<i>Others and intercompany eliminations</i>	(4,635)	(4,194)	(11%)	(11%)	(4,635)	(4,194)	(11%)	(11%)
TOTAL	214,225	258,224	(17%)	(11%)	214,225	258,224	(17%)	(11%)
GROSS PROFIT								
Colombia	39,975	48,485	(18%)	(5%)	39,975	48,485	(18%)	(5%)
Panama	13,496	17,809	(24%)	(24%)	13,496	17,809	(24%)	(24%)
Costa Rica	12,161	14,171	(14%)	(18%)	12,161	14,171	(14%)	(18%)
Rest of CLH	22,137	22,941	(4%)	(2%)	22,137	22,941	(4%)	(2%)
<i>Others and intercompany eliminations</i>	(709)	155	N/A	N/A	(709)	155	N/A	N/A
TOTAL	87,059	103,561	(16%)	(10%)	87,059	103,561	(16%)	(10%)
OPERATING EARNINGS BEFORE OTHER EXPENSES, NET								
Colombia	10,170	14,889	(32%)	(24%)	10,170	14,889	(32%)	(24%)
Panama	6,494	9,167	(29%)	(29%)	6,494	9,167	(29%)	(29%)
Costa Rica	6,717	8,666	(22%)	(26%)	6,717	8,666	(22%)	(26%)
Rest of CLH	15,346	15,265	1%	2%	15,346	15,265	1%	2%
<i>Others and intercompany eliminations</i>	(12,196)	(14,023)	13%	13%	(12,196)	(14,023)	13%	13%
TOTAL	26,531	33,964	(22%)	(19%)	26,531	33,964	(22%)	(19%)
OPERATING EBITDA								
Colombia	16,588	21,885	(24%)	(14%)	16,588	21,885	(24%)	(14%)
Panama	10,346	13,842	(25%)	(25%)	10,346	13,842	(25%)	(25%)
Costa Rica	7,845	9,880	(21%)	(24%)	7,845	9,880	(21%)	(24%)
Rest of CLH	17,446	17,110	2%	4%	17,446	17,110	2%	4%
<i>Others and intercompany eliminations</i>	(6,423)	(8,079)	20%	20%	(6,423)	(8,079)	20%	20%
TOTAL	45,802	54,638	(16%)	(12%)	45,802	54,638	(16%)	(12%)
OPERATING EBITDA MARGIN								
Colombia	16.3%	17.1%	(0.8pp)		16.3%	17.1%	(0.8pp)	
Panama	30.0%	27.7%	2.3pp		30.0%	27.7%	2.3pp	
Costa Rica	30.9%	35.6%	(4.7pp)		30.9%	35.6%	(4.7pp)	
Rest of CLH	30.5%	30.2%	0.3pp		30.5%	30.2%	0.3pp	
TOTAL	21.4%	21.2%	0.2pp		21.4%	21.2%	0.2pp	

Volume Summary

Consolidated volume summary

Cement and aggregates in thousands of metric tons

Ready mix in thousands of cubic meters

	January - March			First Quarter		
	2020	2019	% var	2020	2019	% var
Total cement volume ¹	1,426	1,626	(12%)	1,426	1,626	(12%)
Total domestic gray cement volume	1,287	1,453	(11%)	1,287	1,453	(11%)
Total ready-mix volume	480	642	(25%)	480	642	(25%)
Total aggregates volume	1,001	1,489	(33%)	1,001	1,489	(33%)

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

Per-country volume summary

	January - March 2020 vs. 2019	First Quarter 2020 vs. 2019	First Quarter 2020 vs. Fourth Quarter 2019
DOMESTIC GRAY CEMENT			
Colombia	(15%)	(15%)	(20%)
Panama	(30%)	(30%)	(13%)
Costa Rica	(4%)	(4%)	10%
Rest of CLH	5%	5%	9%
READY-MIX			
Colombia	(24%)	(24%)	(20%)
Panama	(39%)	(39%)	(16%)
Costa Rica	(11%)	(11%)	41%
Rest of CLH	(15%)	(15%)	9%
AGGREGATES			
Colombia	(23%)	(23%)	(20%)
Panama	(35%)	(35%)	(22%)
Costa Rica	(73%)	(73%)	(54%)
Rest of CLH	(12%)	(12%)	(37%)

Price Summary

Variation in U.S. dollars

	January - March 2020 vs. 2019	First Quarter 2020 vs. 2019	First Quarter 2020 vs. Fourth Quarter 2019
DOMESTIC GRAY CEMENT			
Colombia	(5%)	(5%)	(4%)
Panama	(7%)	(7%)	(1%)
Costa Rica	(4%)	(4%)	(3%)
Rest of CLH	(4%)	(4%)	(0%)
READY-MIX			
Colombia	(11%)	(11%)	(4%)
Panama	(8%)	(8%)	(2%)
Costa Rica	(5%)	(5%)	(5%)
Rest of CLH	2%	2%	2%
AGGREGATES			
Colombia	(12%)	(12%)	(8%)
Panama	(7%)	(7%)	2%
Costa Rica	163%	163%	179%
Rest of CLH	23%	23%	23%

For Rest of CLH, volume-weighted average prices.

Variation in local currency

	January - March 2020 vs. 2019	First Quarter 2020 vs. 2019	First Quarter 2020 vs. Fourth Quarter 2019
DOMESTIC GRAY CEMENT			
Colombia	9%	9%	2%
Panama	(7%)	(7%)	(1%)
Costa Rica	(9%)	(9%)	(2%)
Rest of CLH	(2%)	(2%)	0%
READY-MIX			
Colombia	3%	3%	3%
Panama	(8%)	(8%)	(2%)
Costa Rica	(10%)	(10%)	(5%)
Rest of CLH	3%	3%	1%
AGGREGATES			
Colombia	2%	2%	(1%)
Panama	(7%)	(7%)	2%
Costa Rica	150%	150%	181%
Rest of CLH	28%	28%	24%

For Rest of CLH, volume-weighted average prices.

IFRS 16, Leases (“IFRS 16”)

Beginning January 1, 2019, IFRS 16 introduced a single lessee accounting model which requires a lessee to recognize, for all leases, assets for the right-of-use the underlying asset against a corresponding financial liability representing the net present value of estimated lease payments under the contract, allowing exemptions in case of leases with a term of up to 12 months or when the underlying asset is of low value, with a single income statement model in which the lessee recognizes amortization of the right-of-use asset and interest on the lease liability. After concluding the inventory and measurement of its leases, CEMEX Latam adopted IFRS 16 using the full retrospective approach by means of which it determined an opening cumulative effect in its statement of financial position as of January 1, 2018 as follows:

(Millions of dollars)	January 1 st , 2018
Assets for the Right-of-use	\$ 15.7
Deferred tax assets	\$ 2.8
Lease financial liabilities	\$ (23.0)
Deferred tax liabilities	\$ (0.7)
Retained earnings¹	\$ (5.2)

¹The initial effect in retained earnings refers to a temporary difference between the straight-line amortization expense of the right-of-use asset against the amortization of the financial liability under the effective interest rate method since origination of the contracts. This difference will reverse over the remaining term of the contracts.

As of March 31, 2020, and 2019, assets for the right-of-use amounted to \$15.6 million and \$17.4 million, respectively. In addition, as of March 31, 2020 and 2019, financial liabilities related to lease contracts amounted to \$22.6 million and \$24.3 million, respectively, included within “Debt and other financial liabilities”.

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 are provided below.

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 and El Salvador.

Exchange rates

	January - March		January - March		First Quarter	
	2020 EoP	2019 EoP	2020 average	2019 average	2020 average	2019 average
Colombian peso	4,064.81	3,174.79	3,672.04	3,136.75	3,672.04	3,136.75
Panama balboa	1.00	1.00	1.00	1.00	1.00	1.00
Costa Rica colon	587.37	602.36	577.69	609.08	577.69	609.08
Euro	0.89	0.81	0.88	0.81	0.88	0.81

Amounts provided in units of local currency per US dollar.

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.

EoP equals End of Period.

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.