

# 2018 SECOND QUARTER RESULTS



# Stock Listing Information

NYSE (ADS)

Ticker: CX

Mexican Stock Exchange

Ticker: CEMEXCPO

Ratio of CEMEXCPO to CX = 10:1

## Investor Relations

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# Operating and financial highlights



|  | January - June Second Quarter |         |         |       |         |         | Quarter |       |
|--|-------------------------------|---------|---------|-------|---------|---------|---------|-------|
|  |                               |         |         | I-t-I |         |         |         | I-t-I |
|  | 2018                          | 2017    | % var   | % var | 2018    | 2017    | % var   | % var |
| Consolidated cement volume   | 34,704                        | 33,709  | 3%      |       | 18,629  | 17,838  | 4%      |       |
| Consolidated ready-mix volume                                      | 26,148                        | 25,436  | 3%      |       | 13,923  | 13,207  | 5%      |       |
| Consolidated aggregates volume                                     | 72,934                        | 72,764  | 0%      |       | 39,532  | 38,854  | 2%      |       |
| Net sales  | 7,185                         | 6,687   | 7%      | 5%    | 3,805   | 3,568   | 7%      | 7%    |
| Gross profit   | 2,409                         | 2,248   | 7%      | 5%    | 1,331   | 1,244   | 7%      | 8%    |
| as % of net sales  | 33.5%                         | 33.6%   | (0.1pp) |       | 35.0%   | 34.9%   | 0.1pp   |       |
| Operating earnings before other expenses, net                      | 840                           | 826     | 2%      | 3%    | 504     | 479     | 5%      | 8%    |
| as % of net sales  | 11.7%                         | 12.3%   | (0.6pp) |       | 13.2%   | 13.4%   | (0.2pp) |       |
| Controlling interest net income (loss)                             | 416                           | 626     | (34%)   |       | 382     | 288     | 32%     |       |
| Operating EBITDA   | 1,252                         | 1,249   | 0%      | 0%    | 714     | 696     | 2%      | 4%    |
| as % of net sales  | 17.4%                         | 18.7%   | (1.3pp) |       | 18.8%   | 19.5%   | (0.7pp) |       |
| Free cash flow after maintenance capital expenditures              | 117                           | 183     | (36%)   |       | 260     | 353     | (26%)   |       |
| Free cash flow   | 78                            | 126     | (38%)   |       | 231     | 324     | (29%)   |       |
| Total debt plus perpetual notes                                    | 10,890                        | 11,927  | (9%)    |       | 10,890  | 11,927  | (9%)    |       |
| Earnings (loss) of continuing operations per ADS                   | 0.27                          | 0.30    | (9%)    |       | 0.25    | 0.18    | 41%     |       |
| Fully diluted earnings (loss) of continuing operations per ADS (1) | 0.27                          | 0.30    | (9%)    |       | 0.24    | 0.17    | 40%     |       |
| Average ADSs outstanding   | 1,540.7                       | 1,494.1 | 3%      |       | 1,541.3 | 1,497.6 | 3%      |       |
| Employees  | 41,822                        | 40,032  | 4%      |       | 41,822  | 40,032  | 4%      |       |

This information does not include discontinued operations. Please see page 15 on this report for additional information.

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-ADS amounts. Average ADSs outstanding are presented in millions.

Please refer to page 7 for end-of quarter CPO-equivalent units outstanding.

**Consolidated net sales** in the second quarter of 2018 reached US\$3.8 billion, representing an increase of 7% on a like-to-like basis, for the ongoing operations and for foreign exchange fluctuations, as well as in nominal terms, compared with the second quarter of 2017. The increase on a like-to-like basis was due to higher prices of our products, in local-currency terms in all our regions, as well as higher volumes in Mexico, the U.S. and our European and Asia, Middle East and Africa regions.

**Cost of sales** as a percentage of net sales decreased by 0.1pp during the second quarter of 2018 compared with the same period last year, from 65.1% to 65.0%. The decrease was mainly driven by the timing in maintenance expenses.

**Operating expenses** as a percentage of net sales increased by 0.3pp during the second quarter of 2018 compared with the same period last year, from 21.4% to 21.7%. The increase was mainly driven by higher distribution expenses.

**Operating EBITDA** increased by 2% to US\$714 million during the second quarter of 2018 compared with the same period last year, or an increase of 4% on a like-to-like basis for the ongoing operations and foreign exchange fluctuations. The increase on a like-to-like basis was mainly due to higher contributions in Mexico, the U.S. as well as our European and Asia, Middle East and Africa regions.

Operating EBITDA margin decreased by 0.7pp from 19.5% in the second quarter of 2017 to 18.8% this quarter.

**Gain (loss) on financial instruments** for the quarter was a gain of US\$25 million, resulting mainly from the derivatives related to GCC shares.

**Foreign exchange results** for the quarter was a gain of US\$102 million, mainly due to the fluctuation of the Mexican peso versus the U.S. dollar, partially offset by the fluctuation of the Euro and the Colombian peso versus the U.S. dollar.

Controlling interest net income (loss) was an income of US\$382 million in the second quarter of 2018 versus an income of US\$288 million in the same quarter of 2017. The higher income primarily reflects higher operating earnings before other expenses, net, lower financial expenses, higher income from financial instruments and a higher foreign exchange gain, partially offset by higher other expenses, net, higher income tax, and a negative variation in discontinued operations in the U.S.

Total debt plus perpetual notes decreased by US\$462 million during the quarter

<sup>(1)</sup> For the period January-June 2018, the effect of the potential dilutive shares generates anti-dilution; therefore, there is no change between the reported basic and diluted loss per share.



## Mexico

|                         | January - June |       |         |                | Second Quarter |       |         |                |
|-------------------------|----------------|-------|---------|----------------|----------------|-------|---------|----------------|
|                         | 2018           | 2017  | % var   | l-t-l<br>% var | 2018           | 2017  | % var   | l-t-l<br>% var |
| Net sales               | 1,669          | 1,533 | 9%      | 8%             | 867            | 810   | 7%      | 13%            |
| Operating EBITDA        | 610            | 567   | 7%      | 7%             | 311            | 302   | 3%      | 8%             |
| Operating EBITDA margin | 36.5%          | 37.0% | (0.5pp) |                | 35.8%          | 37.3% | (1.5pp) |                |

|                           | Domestic gray cement |         |                | -mix    | Aggregates     |         |  |
|---------------------------|----------------------|---------|----------------|---------|----------------|---------|--|
| Year-over-year percentage | January - June       | Second  | January - June | Second  | January - June | Second  |  |
| variation                 | January - June       | Quarter | January - June | Quarter | January - June | Quarter |  |
| Volume                    | (0%)                 | 3%      | 10%            | 15%     | 11%            | 14%     |  |
| Price (USD)               | 4%                   | (2%)    | 10%            | 3%      | 7%             | 3%      |  |
| Price (local currency)    | 4%                   | 3%      | 9%             | 9%      | 7%             | 8%      |  |

In **Mexico**, our domestic gray cement, ready-mix and aggregates volumes increased by 3%, 15%, and 14%, respectively, during the second quarter versus the same period last year. During the first six months of the year, ready-mix and aggregates volumes increased by 10% and 11%, respectively, while domestic gray cement volumes remained flat versus the comparable period of 2017. Domestic gray cement prices in local currency increased by 3% year-over-year and by 1% sequentially during the quarter.

Our volumes during the quarter increased mainly due to favorable activity in the formal housing and industrial-and-commercial sectors. Sequential volumes of our three core products—cement, ready-mix and aggregates—grew by 11%. The self-construction sector moderated its growth during the quarter, and remains supported by sound economic indicators including job creation, real wages, and remittances.

#### **United States**

|  |                 | January           | r - June |         | Second Quarter |             |          |                |
|--|-----------------|-------------------|----------|---------|----------------|-------------|----------|----------------|
|  | 2018            | 2017              | % var    | I-t-I   | 2018           | 2017        | % var    | l-t-l          |
|  | 2018            | 2017              | % Vdf    | % var   | 2018           | 2017        | % VdI    | % var          |
| Net sales                              | 1,844           | 1,731             | 7%       | 8%      | 989            | 916         | 8%       | 9%             |
| Operating EBITDA                       | 298             | 287               | 4%       | 5%      | 189            | 170         | 11%      | 11%            |
| Operating EBITDA margin                | 16.2%           | 16.6%             | (0.4pp)  |         | 19.1%          | 18.6%       | 0.5pp    |                |
| In millions of US dollars, exce        | pt percentages. |                   |          |         |                |             |          |                |
|  | Domestic gray   | cement            |          | Ready-n | nix            |             | Aggregat | es             |
| Year-over-year<br>percentage variation | January - June  | Second<br>Quarter | January  | - June  | Second Quarter | January - J | une      | Second Quarter |
| Volume                                 | 7%              | 9%                | 8%       | 6       | 8%             | 2%          |          | (1%)           |
| Price (USD)                            | 3%              | 3%                | 2%       | 6       | 3%             | 5%          |          | 6%             |
| Price (local currency)                 | 3%              | 3%                | 2%       | ,       | 3%             | 5%          |          | 6%             |

In the **United States**, our domestic gray cement and ready-mix volumes increased by 9% and 8%, respectively, while our aggregates volumes decreased by 1%, during the second quarter of 2018 on a year-over-year basis. During the first six months of the year, domestic gray cement, ready-mix and aggregates volumes increased by 7%, 8% and 2%, respectively, on a year-over-year basis. Cement prices during the quarter, increased by 3% both year-over-year and sequentially.

During the second quarter, we experienced the strongest cement volume growth in 12 quarters, supported by expanding underlying demand conditions coupled with recovery from poor weather conditions in the prior quarter. Residential activity continued to drive the market in the second quarter, with housing starts up 8% year-over-year. In the industrial-and-commercial sector, construction spending is up 3% May year-to-date with strength in lodging and commercial. In infrastructure, street-and-highway spending has been increasing this year, up 3% May year-to-date on the back of increased state spending. Contract awards in our key states are growing in excess of the national average, driven by specific state infrastructure funding initiatives.



## South, Central America and the Caribbean

|                         |       | January - June |         |       |       | Second Quarter |         |       |  |
|-------------------------|-------|----------------|---------|-------|-------|----------------|---------|-------|--|
|                         | 2018  | 2017           | % var   | I-t-I | 2018  | 2017           | % var   | l-t-l |  |
|                         | 2018  | 18 2017        | 70 VdI  | % var | 2018  |                | 70 VdI  | % var |  |
| Net sales               | 916   | 942            | (3%)    | (3%)  | 461   | 470            | (2%)    | 0%    |  |
| Operating EBITDA        | 214   | 254            | (16%)   | (17%) | 110   | 120            | (9%)    | (9%)  |  |
| Operating EBITDA margin | 23.4% | 27.0%          | (3.6pp) |       | 23.7% | 25.6%          | (1.9pp) |       |  |

In millions of US dollars, except percentages.

|                           | Domestic gr    | ay cement      | Ready-r        | nix     | Aggregates     |         |  |
|---------------------------|----------------|----------------|----------------|---------|----------------|---------|--|
| Year-over-year percentage | January - June | Second Quarter | January - June | Second  | January - June | Second  |  |
| variation                 | January - June | Second Quarter | January - June | Quarter | January - June | Quarter |  |
| Volume                    | (2%)           | (2%)           | (13%)          | (14%)   | (9%)           | (12%)   |  |
| Price (USD)               | 2%             | 3%             | (1%)           | (2%)    | (3%)           | (0%)    |  |
| Price (local currency)    | 2%             | 3%             | (2%)           | (3%)    | (4%)           | (2%)    |  |

In our **South, Central America and the Caribbean** region, our domestic gray cement volumes decreased by 2% during the second quarter and first six months of 2018, versus the comparable periods of 2017. Cement volumes on a like-to-like basis, including the regional operations of TCL, decreased by 2% and 4% during the second quarter and first six months of the year, respectively.

In **Colombia**, during the second quarter and on a year-over-year basis, our domestic gray cement and ready-mix volumes decreased by 9% and 11%, respectively. During the first six months of the year, our domestic gray cement and ready-mix volumes decreased by 10% and 14%, respectively, versus the same period of 2017. Cement consumption during the quarter was affected by a weak demand environment; our focus on our pricing combined with subdued construction activity led to an underperformance versus the industry during the quarter. Our quarterly cement prices in local-currency-terms increased by 1% on a sequential basis.

### Europe

|                         |       | January - June |         |       |       | Second Quarter |       |       |  |
|-------------------------|-------|----------------|---------|-------|-------|----------------|-------|-------|--|
|                         | 2018  | 2040 2047      |         | I-t-I | 2018  | 2017           | % var | I-t-I |  |
|                         | 2010  | 8 2017         | % var   | % var | 2018  | 2017           | % Val | % var |  |
| Net sales               | 1,851 | 1,666          | 11%     | 1%    | 1,040 | 934            | 11%   | 6%    |  |
| Operating EBITDA        | 140   | 139            | 0%      | (9%)  | 121   | 109            | 11%   | 5%    |  |
| Operating EBITDA margin | 7.5%  | 8.4%           | (0.9pp) |       | 11.7% | 11.7%          | 0.0pp |       |  |

In millions of US dollars, except percentages.

|  | Domestic gra   | ay cement      | Ready          | r-mix          | Aggregates     |                |  |
|--|----------------|----------------|----------------|----------------|----------------|----------------|--|
| Year-over-year percentage<br>variation | January - June | Second Quarter | January - June | Second Quarter | January - June | Second Quarter |  |
| Volume                                 | 2%             | 5%             | (3%)           | 4%             | (4%)           | 1%             |  |
| Price (USD)                            | 10%            | 7%             | 13%            | 8%             | 12%            | 9%             |  |
| Price (local currency)                 | 1%             | 2%             | 3%             | 2%             | 3%             | 4%             |  |

In the **Europe** region, our domestic gray cement, ready-mix and aggregates volumes increased by 5%, 4%, and 1%, respectively, during the second quarter of 2018 on a year-over-year basis. During the first six months of the year our domestic cement increased by 2% while ready-mix and aggregates volumes decreased by 3% and 4%, respectively, compared with the same period in the previous year.

In the **United Kingdom,** our domestic gray cement and ready-mix volumes decreased by 3% and 1%, respectively, while aggregates volumes increased by 2% during the second quarter of 2018 on a year-over-year basis. During the first six months of the year, our domestic gray cement, ready-mix and aggregates volumes decreased by 3%, 6% and 4%, respectively, versus the comparable period in 2017. The residential and infrastructure sectors were the main drivers of demand during the quarter.

In **Spain**, our domestic gray cement, ready-mix and aggregates volumes increased by 7%, 36% and 26%, respectively, during the quarter and on a year-over-year basis. For the first six months of the year our domestic gray cement, ready-mix and aggregates volumes increased by 5%, 25% and 11%, respectively, versus the comparable period in 2017. Our cement volume growth during the quarter reflects continued favorable activity from the residential and industrial-and-commercial sectors. The residential sector benefited from favorable credit conditions, job creation, and pent-up housing demand.



In **Germany**, our domestic gray cement and aggregates volumes increased by 5% and 4%, respectively, while ready-mix volumes decreased by 3%, during the second quarter of 2018 compared with the same period of last year. During the first six months of the year, our domestic gray cement volumes increased by 3%, while ready-mix and aggregates volumes decreased by 6% and 4%, respectively, on a year-over-year basis. The business climate for the construction sector remains favorable, although activity continues to be affected by supply constraints.

In **Poland**, both domestic gray cement and ready-mix volumes during the second quarter of 2018 increased by 17%, and aggregates volumes increased 3%. During the first six months of the year, our domestic gray cement volumes, ready-mix and aggregates volumes increased by 9%, 2%, and 4%, respectively, versus the comparable period in 2017. Our cement prices in local-currency terms during the quarter increased by 5% on a year-over-year basis and by 4% sequentially. The increase in cement volumes during the quarter was mainly due to a strong residential sector and our participation in large infrastructure projects.

In our operations in **France**, both ready-mix and aggregates volumes increased by 1% during the second quarter of 2018 and on a year-over-year basis. During the first six months of the year and on a year-over-year basis, both ready-mix and aggregates volumes decreased by 4%. Volume growth during the quarter reflects continued activity in the industrial-and-commercial sector as well as "Grand Paris"-related projects.

## Asia, Middle East and Africa

|                         |       | January - June |         |                |       | Second Quarter |         |                |  |
|-------------------------|-------|----------------|---------|----------------|-------|----------------|---------|----------------|--|
|                         | 2018  | 2017           | % var   | l-t-l<br>% var | 2018  | 2017           | % var   | l-t-l<br>% var |  |
| Net sales               | 728   | 653            | 11%     | 12%            | 353   | 327            | 8%      | 10%            |  |
| Operating EBITDA        | 114   | 113            | 1%      | 1%             | 52    | 49             | 6%      | 8%             |  |
| Operating EBITDA margin | 15.7% | 17.3%          | (1.6pp) |                | 14.8% | 15.0%          | (0.2pp) |                |  |

In millions of US dollars, except percentages.

|  | Domestic gr    | ay cement      | Ready          | r-mix          | Aggregates     |                |  |
|--|----------------|----------------|----------------|----------------|----------------|----------------|--|
| Year-over-year percentage<br>variation | January - June | Second Quarter | January - June | Second Quarter | January - June | Second Quarter |  |
| Volume                                 | 13%            | 6%             | 3%             | 2%             | 1%             | 4%             |  |
| Price (USD)                            | (0%)           | 3%             | 8%             | 6%             | 5%             | 2%             |  |
| Price (local currency)                 | 3%             | 6%             | 5%             | 7%             | 3%             | 3%             |  |

Our domestic gray cement volumes in the **Asia, Middle East and Africa** region during the second quarter and first six months of the year increased by 6% and 13%, respectively, on a year-over-year basis.

In the **Philippines**, our domestic gray cement volumes during the second quarter and first six months of 2018 increased by 8% and 12%, respectively, versus the comparable periods in the previous year. The increase in volumes during the quarter reflects higher public infrastructure activity and sustained growth from the residential sector.

In **Egypt**, our domestic gray cement volumes increased by 7% and 18% during the second quarter of 2018 and the first six months of the year, respectively, versus the comparable periods in the previous year. Volume improvement reflects higher cement dispatches to Lower Egypt partly related to the temporary stoppage of two cement plants in the Sinai region.

In **Israel**, our ready-mix and aggregates volumes during the quarter increased by 8% and 10%, respectively. For the first six months of the year, ready-mix and aggregates volumes both increased by 5%, on a year-over-year basis.





# Operating EBITDA and free cash flow

|   | January - June |       |       | Se   | cond Quarter |       |
|---|----------------|-------|-------|------|--------------|-------|
|   | 2018           | 2017  | % var | 2018 | 2017         | % var |
| Operating earnings before other expenses, net         | 840            | 826   | 2%    | 504  | 479          | 5%    |
| + Depreciation and operating amortization             | 412            | 424   |       | 210  | 218          |       |
| Operating EBITDA                                      | 1,252          | 1,249 | 0%    | 714  | 696          | 2%    |
| - Net financial expense                               | 332            | 438   |       | 160  | 213          |       |
| - Maintenance capital expenditures                    | 174            | 156   |       | 96   | 99           |       |
| - Change in working capital                           | 417            | 298   |       | 64   | (90)         |       |
| - Taxes paid  | 148            | 162   |       | 97   | 115          |       |
| - Other cash items (net)                              | 64             | 21    |       | 38   | 9            |       |
| - Free cash flow discontinued operations              | (1)            | (8)   |       | (0)  | (4)          |       |
| Free cash flow after maintenance capital expenditures | 117            | 183   | (36%) | 260  | 353          | (26%) |
| - Strategic capital expenditures                      | 39             | 57    |       | 30   | 29           |       |
| Free cash flow  | 78             | 126   | (38%) | 231  | 324          | (29%) |

In millions of US dollars, except percentages.

During the quarter, free cash flow was mainly used for debt repayment.

Our total debt plus perpetual notes during the quarter reflects a favorable foreign exchange conversion effect of US\$184 million.

# Information on debt and perpetual notes

|                                    |        |             |       | First   |                              |        |         |
|------------------------------------|--------|-------------|-------|---------|------------------------------|--------|---------|
|                                    | Sec    | ond Quarter |       | Quarter |                              | Second | Quarter |
|                                    | 2018   | 2017        | % var | 2018    |                              | 2018   | 2017    |
| Total debt (1)                     | 10,444 | 11,483      | (9%)  | 10,902  | <b>Currency denomination</b> |        |         |
| Short-term                         | 5%     | 5%          |       | 4%      | US dollar                    | 66%    | 75%     |
| Long-term                          | 95%    | 95%         |       | 96%     | Euro                         | 26%    | 21%     |
| Perpetual notes                    | 446    | 444         | 0%    | 450     | Mexican peso                 | 0%     | 1%      |
| Total debt plus perpetual notes    | 10,890 | 11,927      | (9%)  | 11,352  | Other                        | 7%     | 3%      |
| Cash and cash equivalents          | 308    | 418         | (26%) | 311     |                              |        |         |
| Net debt plus perpetual notes      | 10,582 | 11,509      | (8%)  | 11,041  | Interest rate                |        |         |
|                                    |        |             |       |         | Fixed                        | 61%    | 72%     |
| Consolidated funded debt (CFD) (2) | 10,219 | 10,827      |       | 10,802  | Variable                     | 39%    | 28%     |
| CFD (2) / EBITDA (3)               | 3.96   | 4.04        |       | 4.22    |                              |        |         |
| Interest coverage (3) (4)          | 4.13   | 3.39        |       | 3.85    |                              |        |         |

In millions of US dollars, except percentages and ratios.

<sup>(1)</sup> Includes convertible notes and capital leases, in accordance with International Financial Reporting Standards (IFRS).

<sup>(2)</sup> Consolidated funded debt, in accordance with our contractual obligations under the Credit Agreement.

<sup>(3)</sup> EBITDA calculated in accordance with IFRS.

<sup>(4)</sup> Interest expense calculated in accordance with our contractual obligations under the Credit Agreement.





# **Equity-related information**

One CEMEX ADS represents ten CEMEX CPOs. The following amounts are expressed in CPO terms

| Beginning-of-quarter CPO-equivalent units outstanding | 15,086,694,589 |
|---|----------------|
| Stock-based compensation                              | 17,963,767     |
| End-of-quarter CPO-equivalent units outstanding       | 15,104,658,356 |

Outstanding units equal total CEMEX CPO-equivalent units less CPOs held in subsidiaries, which as of June 30, 2018 were 20,541,277. CEMEX also has outstanding mandatorily convertible securities which, upon conversion, will increase the number of CPOs outstanding by approximately 236 million, subject to antidilution adjustments.

#### **Employee long-term compensation plans**

As of June 30, 2018, our executives held 31,141,305 restricted CPOs, representing 0.2% of our total CPOs outstanding as of such date.

## **Derivative instruments**

The following table shows the notional amount for each type of derivative instrument and the aggregate fair market value for all of CEMEX's derivative instruments as of the last day of each quarter presented.

| In millions of US dollars.         |
|------------------------------------|
| Exchange rate derivatives (1)      |
| Equity related derivatives (2) (5) |
| Interest rate swaps (3)            |
| Fuel derivatives (4)               |

|                 | First Qu   | arter           |            |                 |            |  |
|-----------------|------------|-----------------|------------|-----------------|------------|--|
| 2018            |            | 20              | 17         | 2018            |            |  |
| Notional Amount | Fair Value | Notional Amount | Fair Value | Notional Amount | Fair Value |  |
| 1,247           | 42         | 888             | (41)       | 1,216           | (55)       |  |
| 168             | 31         | 289             | 24         | 168             | 1          |  |
| 1,132           | 6          | 142             | 21         | 137             | 15         |  |
| 54              | 20         | 91              | -          | 67              | 14         |  |
| 2,601           | 99         | 1,410           | 4          | 1,588           | (25)       |  |

- (1) Exchange rate derivatives are used to manage currency exposures that arise from the regular operations and from forecasted transactions.
- (2) Until June 30, 2017 equity derivatives were related with options on the Parent Company own shares and as of June 30, 2018 to forwards, net of cash collateral, over the shares of Grupo Cementos Chihuahua, S.A.B. de C.V.
- (3) As of June 30,2017, includes Interest-rate swap derivatives related to our long-term energy contracts. In addition, it includes interest-rate swap instruments related to bank loans with a nominal amount of US\$1,000 million that were signed in the three-month period ended in June 30, 2018.
- (4) Forward contracts negotiated to hedge the price of the fuel consumed in certain operations.
- (5) As required by IFRS, the equity related derivatives fair market value as of June 30, 2018 and 2017 includes a liability of US\$8 million and of US\$44 million, respectively, relating to an embedded derivative in CEMEX's mandatorily convertible securities.

Under IFRS, companies are required to recognize all derivative financial instruments on the balance sheet as assets or liabilities, at their estimated fair market value, with changes in such fair market values recorded in the income statement, except when transactions are entered into for cash-flow-hedging purposes, in which case changes in the fair market value of the related derivative instruments are recognized temporarily in equity and then reclassified into earnings as the inverse effects of the underlying hedged items flow through the income statement, and/or transactions related to net investment hedges, in which case changes in fair value are recorded directly in equity as part of the currency translation effect, and are reclassified to the income statement only upon disposal of the net investment. As of June 30, 2018, in connection with the fair market value recognition of its derivatives portfolio, CEMEX recognized increases in its assets and liabilities resulting in a net asset of US\$99 million, including a liability of US\$8 million corresponding to an embedded derivative related to our mandatorily convertible securities, which according to our debt agreements, is presented net of the assets associated with the derivative instruments.



# **Consolidated Income Statement & Balance Sheet**

CEMEX, S.A.B. de C.V. and Subsidiaries (Thousands of U.S. Dollars, except per ADS amounts)

|  | January - June |             |        | Second Quarter |             |             |        |              |
|--|----------------|-------------|--------|----------------|-------------|-------------|--------|--------------|
|  |                |             |        | like-to-like   |             |             |        | like-to-like |
| INCOME STATEMENT   | 2018           | 2017        | % var  | % var          | 2018        | 2017        | % var  | % var        |
| Net sales  | 7,184,872      | 6,687,280   | 7%     | 5%             | 3,804,821   | 3,567,785   | 7%     | 7%           |
| Cost of sales  | (4,775,790)    | (4,439,772) | (8%)   |                | (2,474,241) | (2,323,696) | (6%)   |              |
| Gross profit   | 2,409,083      | 2,247,508   | 7%     | 5%             | 1,330,580   | 1,244,089   | 7%     | 8%           |
| Operating expenses   | (1,569,157)    | (1,421,957) | (10%)  |                | (826,628)   | (765,170)   | (8%)   |              |
| Operating earnings before other expenses, net              | 839,925        | 825,551     | 2%     | 3%             | 503,952     | 478,919     | 5%     | 8%           |
| Other expenses, net  | (34,759)       | 135,468     | N/A    |                | (35,683)    | (9,533)     | (274%) |              |
| Operating earnings   | 805,166        | 961,018     | (16%)  |                | 468,269     | 469,385     | (0%)   |              |
| Financial expense  | (344,653)      | (541,094)   | 36%    |                | (159,241)   | (272,659)   | 42%    |              |
| Other financial income (expense), net                      | 67,092         | 3,296       | 1936%  |                | 119,537     | (22,317)    | N/A    |              |
| Financial income   | 9,421          | 9,020       | 4%     |                | 4,701       | 4,282       | 10%    |              |
| Results from financial instruments, net                    | 58,845         | 108,676     | (46%)  |                | 25,277      | 7,712       | 228%   |              |
| Foreign exchange results                                   | 24,410         | (88,023)    | N/A    |                | 102,087     | (20,676)    | N/A    |              |
| Effects of net present value on assets and liabilities and |                |             |        |                |             |             |        |              |
| others, net  | (25,584)       | (26,378)    | 3%     |                | (12,527)    | (13,635)    | 8%     |              |
| Equity in gain (loss) of associates                        | 11,763         | 9,576       | 23%    |                | 9,888       | 7,912       | 25%    |              |
| Income (loss) before income tax                            | 539,369        | 432,796     | 25%    |                | 438,453     | 182,321     | 140%   |              |
| Income tax   | (102,005)      | 42,201      | N/A    |                | (49,283)    | 92,336      | N/A    |              |
| Profit (loss) of continuing operations                     | 437,364        | 474,997     | (8%)   |                | 389,170     | 274,656     | 42%    |              |
| Discontinued operations                                    | 56             | 183,595     | (100%) |                | 16          | 27,040      | (100%) |              |
| Consolidated net income (loss)                             | 437,420        | 658,592     | (34%)  |                | 389,186     | 301,696     | 29%    |              |
| Non-controlling interest net income (loss)                 | 21,240         | 32,570      | (35%)  |                | 7,541       | 13,259      | (43%)  |              |
| Controlling interest net income (loss)                     | 416,180        | 626,022     | (34%)  |                | 381,645     | 288,438     | 32%    |              |
| Operating EBITDA   | 1,252,335      | 1,249,462   | 0%     | 0%             | 713,656     | 696,460     | 2%     | 4%           |
| Earnings (loss) of continued operations per ADS            | 0.27           | 0.30        | (9%)   |                | 0.25        | 0.18        | 41%    |              |
| Earnings (loss) of discontinued operations per ADS         | 0.00           | 0.12        | (100%) |                | 0.00        | 0.02        | (100%) |              |

|  |            | As of June 30 |       |
|--|------------|---------------|-------|
| BALANCE SHEET  | 2018       | 2017          | % var |
| Total assets   | 28,590,428 | 29,390,662    | (3%)  |
| Cash and cash equivalents                              | 308,261    | 417,706       | (26%) |
| Trade receivables less allowance for doubtful accounts | 1,809,637  | 1,751,959     | 3%    |
| Other accounts receivable                              | 286,737    | 293,376       | (2%)  |
| Inventories, net                                       | 1,020,267  | 1,009,237     | 1%    |
| Assets held for sale                                   | 95,771     | 247,142       | (61%) |
| Other current assets                                   | 167,897    | 183,428       | (8%)  |
| Current assets   | 3,688,570  | 3,902,847     | (5%)  |
| Property, machinery and equipment, net                 | 11,487,588 | 11,812,024    | (3%)  |
| Other assets   | 13,414,270 | 13,675,791    | (2%)  |
| Total liabilities                                      | 17,526,239 | 18,613,490    | (6%)  |
| Liabilities held for sale                              | 2,550      | 384           | 563%  |
| Other current liabilities                              | 4,844,944  | 4,597,669     | 5%    |
| Current liabilities                                    | 4,847,494  | 4,598,054     | 5%    |
| Long-term liabilities                                  | 9,347,161  | 10,306,408    | (9%)  |
| Other liabilities                                      | 3,331,584  | 3,709,028     | (10%) |
| Total stockholder's equity                             | 11,064,190 | 10,777,172    | 3%    |
| Non-controlling interest and perpetual instruments     | 1,546,811  | 1,467,831     | 5%    |
| Total controlling interest                             | 9,517,379  | 9,309,341     | 2%    |
|  |            |               |       |



# **Consolidated Income Statement & Balance Sheet**

CEMEX, S.A.B. de C.V. and Subsidiaries (Thousands of Mexican Pesos in nominal terms, except per ADS amounts)

|  |              | January - June | 9      |              | Second Quarte | r      |
|--|--------------|----------------|--------|--------------|---------------|--------|
| INCOME STATEMENT   | 2018         | 2017           | % var  | 2018         | 2017          | % var  |
| Net sales  | 136,871,815  | 128,462,652    | 7%     | 74,232,066   | 66,111,060    | 12%    |
| Cost of sales  | (90,978,791) | (85,288,018)   | (7%)   | (48,272,442) | (43,058,091)  | (12%)  |
| Gross profit   | 45,893,024   | 43,174,634     | 6%     | 25,959,623   | 23,052,968    | 13%    |
| Operating expenses   | (29,892,450) | (27,315,802)   | (9%)   | (16,127,516) | (14,178,603)  | (14%)  |
| Operating earnings before other expenses, net                      | 16,000,574   | 15,858,832     | 1%     | 9,832,108    | 8,874,366     | 11%    |
| Other expenses, net  | (662,157)    | 2,602,331      | N/A    | (696,181)    | (176,653)     | (294%) |
| Operating earnings   | 15,338,417   | 18,461,163     | (17%)  | 9,135,927    | 8,697,713     | 5%     |
| Financial expense  | (6,565,649)  | (10,394,421)   | 37%    | (3,106,795)  | (5,052,379)   | 39%    |
| Other financial income (expense), net                              | 1,278,111    | 63,312         | 1919%  | 2,332,173    | (413,533)     | N/A    |
| Financial income   | 179,469      | 173,282        | 4%     | 91,711       | 79,343        | 16%    |
| Results from financial instruments, net                            | 1,121,005    | 2,087,672      | (46%)  | 493,146      | 142,908       | 245%   |
| Foreign exchange results   | 465,010      | (1,690,919)    | N/A    | 1,991,710    | (383,134)     | N/A    |
| Effects of net present value on assets and liabilities and others, |              |                |        |              |               |        |
| net  | (487,374)    | (506,723)      | 4%     | (244,394)    | (252,650)     | 3%     |
| Equity in gain (loss) of associates                                | 224,094      | 183,960        | 22%    | 192,921      | 146,602       | 32%    |
| Income (loss) before income tax                                    | 10,274,973   | 8,314,014      | 24%    | 8,554,225    | 3,378,403     | 153%   |
| Income tax   | (1,943,192)  | 810,686        | N/A    | (961,520)    | 1,710,978     | N/A    |
| Profit (loss) of continuing operations                             | 8,331,781    | 9,124,700      | (9%)   | 7,592,705    | 5,089,381     | 49%    |
| Discontinued operations  | 1,070        | 3,526,859      | (100%) | 304          | 501,047       | (100%) |
| Consolidated net income (loss)                                     | 8,332,851    | 12,651,558     | (34%)  | 7,593,009    | 5,590,428     | 36%    |
| Non-controlling interest net income (loss)                         | 404,616      | 625,676        | (35%)  | 147,115      | 245,680       | (40%)  |
| Controlling interest net income (loss)                             | 7,928,235    | 12,025,883     | (34%)  | 7,445,894    | 5,344,748     | 39%    |
|  |              |                |        |              |               |        |
| Operating EBITDA   | 23,856,983   | 24,002,168     | (1%)   | 13,923,425   | 12,905,401    | 8%     |
| Earnings (loss) of continued operations per ADS                    | 5.17         | 5.72           | (10%)  | 4.84         | 3.25          | 49%    |
| Earnings (loss) of discontinued operations per ADS                 | 0.00         | 2.36           | (100%) | 0.00         | 0.33          | (100%) |

|  |             | As of June 30 |       |
|--|-------------|---------------|-------|
| BALANCE SHEET  | 2018        | 2017          | % var |
| Total assets   | 569,521,333 | 533,146,600   | 7%    |
| Cash and cash equivalents                              | 6,140,555   | 7,577,192     | (19%) |
| Trade receivables less allowance for doubtful accounts | 36,047,972  | 31,780,528    | 13%   |
| Other accounts receivable                              | 5,711,804   | 5,321,832     | 7%    |
| Inventories, net                                       | 20,323,727  | 18,307,560    | 11%   |
| Assets held for sale                                   | 1,907,760   | 4,483,150     | (57%) |
| Other current assets                                   | 3,344,504   | 3,327,376     | 1%    |
| Current assets   | 73,476,322  | 70,797,639    | 4%    |
| Property, machinery and equipment, net                 | 228,832,743 | 214,270,116   | 7%    |
| Other assets   | 267,212,267 | 248,078,845   | 8%    |
| Total liabilities                                      | 349,122,672 | 337,648,708   | 3%    |
| Liabilities held for sale                              | 50,794      | 6,974         | 628%  |
| Other current liabilities                              | 96,511,282  | 83,401,719    | 16%   |
| Current liabilities                                    | 96,562,075  | 83,408,693    | 16%   |
| Long-term liabilities                                  | 186,195,443 | 186,958,247   | (0%)  |
| Other liabilities                                      | 66,365,153  | 67,281,768    | (1%)  |
| Total stockholders' equity                             | 220,398,661 | 195,497,892   | 13%   |
| Non-controlling interest and perpetual instruments     | 30,812,468  | 26,626,449    | 16%   |
| Total controlling interest                             | 189,586,193 | 168,871,443   | 12%   |



# **Operating Summary per Country**

# In thousands of U.S. dollars

|  |           | January   | - June |              |           | Second (  | Quarter |             |
|--|-----------|-----------|--------|--------------|-----------|-----------|---------|-------------|
|  |           |           |        | like-to-like |           |           |         | like-to-lil |
| NET SALES                                | 2018      | 2017      | % var  | % var        | 2018      | 2017      | % var   | % var       |
| Mexico                                   | 1,668,561 | 1,532,538 | 9%     | 8%           | 867,320   | 810,175   | 7%      | 13%         |
| U.S.A.                                   | 1,844,376 | 1,730,738 | 7%     | 8%           | 988,855   | 916,160   | 8%      | 9%          |
| South, Central America and the Caribbean | 916,207   | 941,942   | (3%)   | (3%)         | 461,485   | 469,792   | (2%)    | 0%          |
| Europe                                   | 1,851,035 | 1,665,602 | 11%    | 1%           | 1,040,384 | 933,926   | 11%     | 6%          |
| Asia, Middle East and Africa             | 727,936   | 652,887   | 11%    | 12%          | 353,123   | 326,576   | 8%      | 10%         |
| Others and intercompany eliminations     | 176,758   | 163,574   | 8%     | 11%          | 93,653    | 111,156   | (16%)   | (24%)       |
| TOTAL                                    | 7,184,872 | 6,687,280 | 7%     | 5%           | 3,804,821 | 3,567,785 | 7%      | 7%          |
| GROSS PROFIT                             |           |           |        |              |           |           |         |             |
| Mexico                                   | 905,883   | 818,080   | 11%    | 10%          | 468,599   | 443,721   | 6%      | 11%         |
| U.S.A.                                   | 502,656   | 447,012   | 12%    | 13%          | 296,706   | 252,450   | 18%     | 18%         |
| South, Central America and the Caribbean | 332,569   | 365,361   | (9%)   | (9%)         | 167,480   | 177,874   | (6%)    | (5%)        |
| Europe                                   | 446,907   | 406,089   | 10%    | 0%           | 288,996   | 259,833   | 11%     | 6%          |
| Asia, Middle East and Africa             | 207,119   | 199,521   | 4%     | 5%           | 102,429   | 94,373    | 9%      | 11%         |
| Others and intercompany eliminations     | 13,947    | 11,445    | 22%    | 22%          | 6,370     | 15,839    | (60%)   | (60%)       |
| TOTAL                                    | 2,409,083 | 2,247,508 | 7%     | 5%           | 1,330,580 | 1,244,089 | 7%      | 8%          |
|  |           |           |        |              |           |           |         |             |
| OPERATING EARNINGS BEFORE OTHER EXP      | · ·       |           |        |              |           |           |         |             |
| Mexico                                   | 553,409   | 509,072   | 9%     | 8%           | 282,977   | 272,166   | 4%      | 9%          |
| U.S.A.                                   | 145,736   | 111,994   | 30%    | 34%          | 110,999   | 82,191    | 35%     | 36%         |
| South, Central America and the Caribbean | 169,959   | 209,146   | (19%)  | (20%)        | 87,168    | 97,201    | (10%)   | (10%)       |
| Europe                                   | 37,877    | 45,288    | (16%)  | (24%)        | 69,865    | 59,579    | 17%     | 10%         |
| Asia, Middle East and Africa             | 82,521    | 82,170    | 0%     | 1%           | 35,967    | 33,558    | 7%      | 9%          |
| Others and intercompany eliminations     | (149,577) | (132,120) | (13%)  | (1%)         | (83,024)  | (65,776)  | (26%)   | (28%)       |
| TOTAL                                    | 839,925   | 825,551   | 2%     | 3%           | 503,952   | 478,919   | 5%      | 8%          |



# **Operating Summary per Country**

EBITDA in thousands of U.S. dollars. EBITDA margin as a percentage of net sales.

|  |           | January - June |       |              | Second Quarter |          |       |              |
|--|-----------|----------------|-------|--------------|----------------|----------|-------|--------------|
|  |           |                |       | like-to-like |                |          |       | like-to-like |
| OPERATING EBITDA                         | 2018      | 2017           | % var | % var        | 2018           | 2017     | % var | % var        |
| Mexico                                   | 609,713   | 567,468        | 7%    | 7%           | 310,794        | 301,965  | 3%    | 8%           |
| U.S.A.                                   | 298,040   | 287,039        | 4%    | 5%           | 188,609        | 170,134  | 11%   | 11%          |
| South, Central America and the Caribbean | 213,996   | 254,149        | (16%) | (17%)        | 109,514        | 120,453  | (9%)  | (9%)         |
| Europe                                   | 139,668   | 139,256        | 0%    | (9%)         | 121,362        | 108,862  | 11%   | 5%           |
| Asia, Middle East and Africa             | 114,112   | 112,977        | 1%    | 1%           | 52,113         | 49,071   | 6%    | 8%           |
| Others and intercompany eliminations     | (123,195) | (111,426)      | (11%) | 4%           | (68,737)       | (54,024) | (27%) | (30%)        |
| TOTAL                                    | 1,252,335 | 1,249,462      | 0%    | 0%           | 713,656        | 696,460  | 2%    | 4%           |
| OPERATING EBITDA MARGIN                  |           |                |       |              |                |          |       |              |
| Mexico                                   | 36.5%     | 37.0%          |       |              | 35.8%          | 37.3%    |       |              |
| U.S.A.                                   | 16.2%     | 16.6%          |       |              | 19.1%          | 18.6%    |       |              |
| South, Central America and the Caribbean | 23.4%     | 27.0%          |       |              | 23.7%          | 25.6%    |       |              |
| Europe                                   | 7.5%      | 8.4%           |       |              | 11.7%          | 11.7%    |       |              |
| Asia, Middle East and Africa             | 15.7%     | 17.3%          |       |              | 14.8%          | 15.0%    |       |              |
| TOTAL                                    | 17.4%     | 18.7%          |       |              | 18.8%          | 19.5%    |       |              |



# **Volume Summary**

# **Consolidated volume summary**

Cement and aggregates: Thousands of metric tons.

Ready-mix: Thousands of cubic meters.

|                                | January - June |        |       |        | Second Quarter |       |
|--------------------------------|----------------|--------|-------|--------|----------------|-------|
|                                | 2018           | 2017   | % var | 2018   | 2017           | % var |
| Consolidated cement volume (1) | 34,704         | 33,709 | 3%    | 18,629 | 17,838         | 4%    |
| Consolidated ready-mix volume  | 26,148         | 25,436 | 3%    | 13,923 | 13,207         | 5%    |
| Consolidated aggregates volume | 72,934         | 72,764 | 0%    | 39,532 | 38,854         | 2%    |

# Per-country volume summary

|  | January - June | Second Quarter | Second Quarter 2018 vs. |
|--|----------------|----------------|-------------------------|
| DOMESTIC GRAY CEMENT VOLUME              | 2018 vs. 2017  | 2018 vs. 2017  | First Quarter 2018      |
| Mexico                                   | (0%)           | 3%             | 11%                     |
| U.S.A.                                   | 7%             | 9%             | 17%                     |
| South, Central America and the Caribbean | (2%)           | (2%)           | 4%                      |
| Europe                                   | 2%             | 5%             | 48%                     |
| Asia, Middle East and Africa             | 13%            | 6%             | (1%)                    |
| READY-MIX VOLUME                         |                |                |                         |
| Mexico                                   | 10%            | 15%            | 11%                     |
| U.S.A.                                   | 8%             | 8%             | 12%                     |
| South, Central America and the Caribbean | (13%)          | (14%)          | (6%)                    |
| Europe                                   | (3%)           | 4%             | 38%                     |
| Asia, Middle East and Africa             | 3%             | 2%             | (10%)                   |
| AGGREGATES VOLUME                        |                |                |                         |
| Mexico                                   | 11%            | 14%            | 11%                     |
| U.S.A.                                   | 2%             | (1%)           | 10%                     |
| South, Central America and the Caribbean | (9%)           | (12%)          | (5%)                    |
| Europe                                   | (4%)           | 1%             | 39%                     |
| Asia, Middle East and Africa             | 1%             | 4%             | (2%)                    |

<sup>(1)</sup> Consolidated cement volume includes domestic and export volume of gray cement, white cement, special cement, mortar and clinker.



# **Price Summary**

# Variation in U.S. Dollars

|  | January - June | Second Quarter | Second Quarter 2018 vs. |
|--|----------------|----------------|-------------------------|
| DOMESTIC GRAY CEMENT PRICE                   | 2018 vs. 2017  | 2018 vs. 2017  | First Quarter 2018      |
| Mexico                                       | 4%             | (2%)           | (4%)                    |
| U.S.A.                                       | 3%             | 3%             | 3%                      |
| South, Central America and the Caribbean (*) | 2%             | 3%             | (1%)                    |
| Europe (*)                                   | 10%            | 7%             | (6%)                    |
| Asia, Middle East and Africa (*)             | (0%)           | 3%             | 1%                      |
| READY-MIX PRICE                              |                |                |                         |
| Mexico                                       | 10%            | 3%             | (4%)                    |
| U.S.A.                                       | 2%             | 3%             | (0%)                    |
| South, Central America and the Caribbean (*) | (1%)           | (2%)           | (3%)                    |
| Europe (*)                                   | 13%            | 8%             | (7%)                    |
| Asia, Middle East and Africa (*)             | 8%             | 6%             | (2%)                    |
| AGGREGATES PRICE                             |                |                |                         |
| Mexico                                       | 7%             | 3%             | (3%)                    |
| U.S.A.                                       | 5%             | 6%             | 0%                      |
| South, Central America and the Caribbean (*) | (3%)           | (0%)           | (0%)                    |
| Europe (*)                                   | 12%            | 9%             | (7%)                    |
| Asia, Middle East and Africa (*)             | 5%             | 2%             | (4%)                    |

# **Variation in Local Currency**

| •  | January - June | Second Quarter | Second Quarter 2018 v |
|--|----------------|----------------|-----------------------|
| DOMESTIC GRAY CEMENT PRICE                   | 2018 vs. 2017  | 2018 vs. 2017  | First Quarter 2018    |
| Mexico                                       | 4%             | 3%             | 1%                    |
| U.S.A.                                       | 3%             | 3%             | 3%                    |
| South, Central America and the Caribbean (*) | 2%             | 3%             | 0%                    |
| Europe (*)                                   | 1%             | 2%             | (1%)                  |
| Asia, Middle East and Africa (*)             | 3%             | 6%             | 2%                    |
| READY-MIX PRICE                              |                |                |                       |
| Mexico                                       | 9%             | 9%             | 1%                    |
| U.S.A.                                       | 2%             | 3%             | (0%)                  |
| South, Central America and the Caribbean (*) | (2%)           | (3%)           | (2%)                  |
| Europe (*)                                   | 3%             | 2%             | (3%)                  |
| Asia, Middle East and Africa (*)             | 5%             | 7%             | 1%                    |
| AGGREGATES PRICE                             |                |                |                       |
| Mexico                                       | 7%             | 8%             | 2%                    |
| U.S.A.                                       | 5%             | 6%             | 0%                    |
| South, Central America and the Caribbean (*) | (4%)           | (2%)           | 1%                    |
| Europe (*)                                   | 3%             | 4%             | (3%)                  |
| Asia, Middle East and Africa (*)             | 3%             | 3%             | (0%)                  |

<sup>(\*)</sup> Volume weighted-average price.



#### **Newly issued IFRS effective in 2018**

# IFRS 9, Financial Instruments: classification and measurement ("IFRS 9")

IFRS 9 sets forth the guidance relating to the classification and measurement of financial assets and liabilities, the accounting for expected credit losses of financial assets and commitments to extend credits, as well as the requirements for hedge accounting; and will replace IAS 39, Financial instruments: recognition and measurement ("IAS 39"). IFRS 9 was adopted beginning January 1, 2018 on prospective basis. Among other aspects, IFRS 9 implemented the classification categories for financial assets of: 1) amortized cost, that will significantly comprise IAS39 held to maturity and loans and receivables categories; 2) fair value through other comprehensive income, similar to IAS 39 held to maturity category; and 3) fair value through the income statement with the same IAS 39 definition. The adoption of such classification categories did not have any significant effect on CEMEX's operating results and financial situation.

In addition, under the new impairment model based on expected credit losses, impairment losses for the entire lifetime of financial assets, including trade accounts receivable, are recognized on initial recognition, and at each subsequent reporting period, even in the absence of a credit event or if the loss has not yet been incurred, considering for their measurement past events and current conditions, as well as reasonable and supportable forecasts affecting collectability. In this regard, CEMEX implemented an expected credit loss model applicable to its trade accounts receivable that considers the historical performance, as well as the credit risk and expected developments for each group of customers. The effects for adoption of IFRS 9 on January 1, 2018 related to the new expected credit loss model represented an increase in the allowance for doubtful accounts as of January 1, 2018 of approximately \$520 millions of pesos recognized against equity.

In connection with hedge accounting, IFRS 9 maintains the same hedging accounting categories of cash flow hedge, fair value hedge and hedge of a net investment established in IAS 39, as well as the requirement of recognizing the ineffective portion of a cash flow hedge immediately in the income statement. Nonetheless, the requirements to qualify a hedging transaction are more flexible. The adoption of the new hedging accounting requirements did not have any significant effect on CEMEX's operating results and financial situation.

## IFRS 15, Revenues from contracts with customers ("IFRS 15")

Under IFRS 15, an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services, identifying: a) the contract(s) with a customer (agreement that creates enforceable rights and obligations); b) the different performance obligations (promises) in the contract and account for those separately; c) the transaction price (amount of consideration an entity expects to be entitled in exchange for transferring promised goods or services); d) the distribution of the transaction price to each performance obligation based on the relative stand-alone selling prices of each distinct good or service; and e) recognizing revenue when (or as) the entity satisfies a performance obligation by transferring control of a promised good or service to the customer. A performance obligation may be satisfied at a point in time (typically for the sale of goods) or over time (typically for the sale of services and construction contracts). CEMEX adopted IFRS 15 on January 1, 2018, using the retrospective approach, without any significant effects on its operating results and financial situation.

Among other minor effects, the main changes under IFRS 15 as they apply to CEMEX refer to: a) several reclassifications that are required to comply with IFRS 15 new accounts in the statement of financial position; b) rebates and/or discounts offered to customers in a sale transaction that are redeemable by the customer in a subsequent purchase transaction are considered separate performance obligations, rather than future costs, and a portion of the sale price of such transaction allocated to these promises should be deferred to revenue

until the promise is redeemed or expires; and c) awards (points) offered to customers through their purchases under loyalty programs that are later redeemable for goods or services, also represent separate performance obligations, rather than future costs, and a portion of the sale price of such transactions allocated to these points should be deferred to revenue until the points are redeemed or expire. These reclassifications and adjustments were not material.

Considering the retrospective approach, the adoption of IFRS 15 modified certain amounts of the comparative financial statements for the six-month period ended June 30, 2017, as follows:

# SELECTED INFORMATION INCOME STATEMENT

| (Millions of pesos)     | Jan-Jun   | Second Quarter |
|-------------------------|-----------|----------------|
| Revenues, original      | 128,782.1 | 66,275.7       |
| IFRS 15 adoption        | (7.1)     | 1.1            |
| Discontinued operations | (312.3)   | (165.7)        |
| Revenues, as reported   | 128,462.7 | 66,111.1       |

| SELECTED<br>INFORMATION<br>BALANCE SHEET |            | As of Jun     | e 30, 2017               |                        |
|--|------------|---------------|--------------------------|------------------------|
|  | Customers, | Other current | Other<br>non-<br>current | Total<br>stockholders' |
| (Millions of pesos)                      | net        | liabilities   | liabilities              | equity                 |
| Balance, original                        | 31,636.7   | 83,257.2      | 67,278.5                 | 195,501.9              |
| IFRS 15 adoption                         | 143.8      | 144.5         | 3.3                      | (3.9)                  |
| Balance, as reported                     | 31,780.5   | 83,401.7      | 67,281.8                 | 195,498.0              |

## Newly issued IFRS effective in 2019

## IFRS 16, Revenues from contracts with customers ("IFRS 15")

IFRS 16 defines leases as any contract or part of a contract that conveys to the lessee the right to use an asset for a period of time in exchange for consideration and the lessee directs the use of the identified asset throughout that period. In summary, IFRS 16 introduces a single lessee accounting model, and requires a lessee to recognize, for all leases with a term of more than 12 months, unless the underlying asset is of low value, assets for the right-of-use the underlying asset against a corresponding financial liability, representing the NPV of estimated lease payments under the contract, with a single income statement model in which a lessee recognizes amortization of the right-of-use asset and interest on the lease liability. A lessee shall present either in the statement of financial position, or disclose in the notes, right-of-use assets separately from other assets, as well as, lease liabilities separately from other liabilities. IFRS 16 is effective beginning January 1, 2019 and will supersede all current standards and interpretations related to lease accounting.

As of June 30, 2018, CEMEX has concluded the inventory of its main outstanding lease contracts and other contracts that may have embedded the use of an asset, including an assessment of the most relevant characteristics of such contracts (types of assets, committed payments, maturity dates, renewal clauses, etc.), and is finalizing the quantification of the required adjustments for the proper recognition of the assets for the "right-of-use" and the corresponding financial liabilities, considering the exemptions provided by the standard, aiming



to adopt IFRS 16 on January 1, 2019 retrospectively to the extent such adoption is practicable. Based on its preliminary assessment as of the reporting date, CEMEX considers that upon adoption of IFRS 16, most of its outstanding operating leases would be recognized in the statement of financial position, increasing assets and liabilities, as well as amortization and interest. CEMEX does not expect any breach of its contractual obligations (financial restrictions) due to the adoption effects

#### **US Interest Rate Swap**

During June 2018, CEMEX entered into US\$1 billion of interest rate swaps to hedge interest payments of existing bank loans referenced to US floating rates. With these instruments, CEMEX will pay amounts based on a 3.05% fixed rate and will receive amounts based on 3M US Libor. These interest rate swaps will start to be effective on June 2019 and will reach its maturity on June 2023. These interest rate swaps do not involve cash settlements until the first effective interest payment on September 2019.

#### **Discontinued Operations and Other Disposal Groups**

#### **Discontinued Operations**

On May 24, 2018, by means of one of its subsidiaries, CEMEX entered into binding agreements with Votorantim Cimentos N/NE S.A. ("Votorantim") for the sale of the Company's operations in Brazil, which comprise of a water cement distribution terminal located in Manaus, Amazonas state and its operating license. The transaction, which is subject to authorization by the authorities, is expected to be completed during the fourth quarter of 2018. The selling price is approximately US\$30 million subject to working capital adjustments. CEMEX's operations for its operating segment in Brazil for the six-month periods ended June 30, 2018 and 2017 are reported net of tax in the single line item "Discontinued Operations." Moreover, assets and liabilities related to CEMEX's Brazilian operations are reported as "Assets and liabilities held for Sale," within current assets and current liabilities, respectively.

On June 30, 2017, CEMEX announced that after approval from regulators, one of its subsidiaries in the U.S. closed the divestment of its Pacific Northwest Materials Business consisting of aggregate, asphalt and ready mix concrete operations in Oregon and Washington to Cadman Materials, Inc., part of Lehigh Hanson, Inc. and the U.S. subsidiary of HeidelbergCement Group, for approximately US\$150 million. Considering the disposal of the entire Pacific Northwest Materials Business, their operations for the six-month period ended June 30, 2017, included in CEMEX's comparative income statements were reclassified net of tax to the single line item "Discontinued Operations."

On November 28, 2016, CEMEX announced that one of its subsidiaries in the United States signed a definitive agreement to divest its Concrete Reinforced Pipe Manufacturing Business ("Concrete Pipe Business") in the United States to Quikrete Holdings, Inc. ("Quikrete") for approximately US\$500 million plus an additional US\$40 million contingent consideration based on future performance. On January 31, 2017, after the satisfaction of certain conditions precedent including approval from regulators, CEMEX announced the closing of the sale to Quikrete according to the agreed upon price conditions. Considering the disposal of the entire Concrete Pipe Business, their operations for the one-month period ended January 31, 2017, included in CEMEX's comparative income statements were reclassified net of tax to the single line item "Discontinued Operations." CEMEX determined a net gain on disposal of these assets for approximately US\$148 million recognized during January 2017 as part of discontinued operations, which included a proportional allocation of goodwill for approximately US\$260 million.

The following table presents condensed combined information of the income statements of CEMEX discontinued operations mainly: a) the operating segment in Brazil for the six-month periods ended June 30, 2018 and 2017; b) the Concrete Pipe Business for the one-month period ended January 31, 2017; and c) the Pacific Northwest Materials Business for the six-month period ended June 30, 2017:

| INCOME STATEMENT                    | Jan-Jun |         | Second Quarter |       |
|-------------------------------------|---------|---------|----------------|-------|
| (Millions of Mexican pesos)         | 2018    | 2017    | 2018           | 2017  |
| Sales                               | 337     | 1,869   | 167            | 757   |
| Cost of sales and operating         | (329)   | (1,870) | (161)          | (723) |
| Other expenses, net                 | (1)     | 14      | (0)            | 17    |
| Interest expense, net and others    | (2)     | 3       | (3)            | 4     |
| Income (loss) before income tax     | 5       | 16      | 2              | 55    |
| Income tax                          | (4)     | (1)     | (2)            | (1)   |
| Net income (loss)                   | 1       | 15      | 1              | 55    |
| Non controlling interest net income | -       | -       | -              |       |
| Controlling interest net income     | 1       | 1       | 1              | 55    |
| Net gain on sale                    | -       | 3,526   | -              | 446   |
| Discontinued operations             | 1       | 3,527   | 1              | 501   |

#### Other disposal groups

Other disposal groups do not represent the disposal of an entire sector or line of business and, due to the remaining ongoing activities and the relative size, are not considered discontinued operations and were consolidated by CEMEX line-by-line in the income statement until the disposal date. The main disposal groups are as follows:

On September 12, 2016, CEMEX announced that one of its subsidiaries in the United States signed a definitive agreement for the sale of its Fairborn, Ohio cement plant and cement terminal in Columbus, Ohio to Eagle Materials Inc. ("Eagle Materials") for approximately US\$400 million. Fairborn plant has an annual production capacity of approximately 730 thousand tons. On February 10, 2017, CEMEX announced that such subsidiary in the United States closed the divestment of these assets. CEMEX's comparative income statement for the six-month period ended June 30, 2017, include the operations of the Fairborn cement plant and the Columbus cement terminal consolidated line-by-line for the period from January 1 until their disposal in February 10, 2017. CEMEX determined a net gain on disposal of these assets for approximately US\$188 million recognized during February 2017 as part of Other expenses, net, which included a proportional allocation of goodwill for approximately US\$211 million.

The following table presents selected combined income statements information of the net assets sold to Eagle Materials for the period in 2017 until their disposal in February 10:

| SELECTED INFORMATION        | Jan-Jun |      | Second Quarter |      |
|-----------------------------|---------|------|----------------|------|
| (Millions of Mexican pesos) | 2018    | 2017 | 2018           | 2017 |
| Sales                       | -       | 86   | -              | -    |
| Cost of sales and operating |         |      |                |      |
| Expenses                    | -       | (71) | -              | -    |
| Operating earnings before   |         |      |                |      |
| other expenses, net         | -       | 15   | -              | -    |



# Methodology for translation, consolidation, and presentation of results

Under IFRS, beginning January 1, 2008, CEMEX translates the financial statements of foreign subsidiaries using exchange rates at the reporting date for the balance sheet and the exchange rates at the end of each month for the income statement. CEMEX reports its consolidated results in Mexican pesos.

For the reader's convenience, beginning June 30, 2008, US dollar amounts for the consolidated entity are calculated by converting the nominal Mexican peso amounts at the end of each quarter using the average MXN/US\$ exchange rate for each quarter, provided below.

#### **Breakdown of regions**

The South, Central America and the Caribbean region includes CEMEX's operations in Argentina, Bahamas, Brazil, Colombia, Costa Rica, the Dominican Republic, El Salvador, Guatemala, Haiti, Jamaica, Trinidad & Tobago, Barbados, Nicaragua, Panama, Peru, and Puerto Rico, as well as trading operations in the Caribbean region.

Europe includes operations in Spain, Croatia, the Czech Republic, France, Germany, Latvia, Poland, and the United Kingdom, as well as trading operations in several Nordic countries.

The Asia, Middle East and Africa region includes operations in the United Arab Emirates, Egypt, Israel and the Philippines.

## **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 and coupon payments on our perpetual notes).

I-t-I % var percentage variations adjusted for investments/divestments and currency fluctuations.

Maintenance capital expenditures investments incurred for the purpose of ensuring the company'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 company policies.

Net debt equals total debt (debt plus convertible bonds and financial leases) minus cash and cash equivalents.

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

pp equals percentage points

Prices all references to pricing initiatives, price increases or decreases, refer to our prices for our products

Strategic capital expenditures investments incurred with the purpose of increasing the company'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.

% var percentage variation

#### **Earnings per ADS**

Please refer to page 2 for the number of average ADSs outstanding used for the calculation of earnings per ADS.

According to the IAS 33 Earnings per share, the weighted-average number of common shares outstanding is determined considering the number of days during the accounting period in which the shares have been outstanding, including shares derived from corporate events that have modified the stockholder's equity structure during the period, such as increases in the number of shares by a public offering and the distribution of shares from stock dividends or recapitalizations of retained earnings and the potential diluted shares (Stock options, Restricted Stock Options and Mandatory Convertible Shares). The shares issued because of share dividends, recapitalizations and potential diluted shares are considered as issued at the beginning of the period.

| Exchange rates | January - June |         | lanuary - June Second Quarter |         | Second Quarter |               |
|----------------|----------------|---------|-------------------------------|---------|----------------|---------------|
|                | 2018           | 2017    | 2018                          | 2017    | 2018           | 2017          |
|                | Average        | Average | Average                       | Average | End of period  | End of period |
| Mexican peso   | 19.05          | 19.21   | 19.51                         | 18.53   | 19.92          | 18.14         |
| Euro           | 0.8291         | 0.9177  | 0.8459                        | 0.8964  | 0.8561         | 0.8755        |
| British pound  | 0.7292         | 0.7872  | 0.7452                        | 0.7734  | 0.7573         | 0.7676        |

Amounts provided in units of local currency per US dollar.