



## **2015** Fourth Quarter Results





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Solid like-to-like operating and financial results during 2015



	<b>2015 vs. 201</b> 4	l (l-t-l % var)
	Volume	Price
Domestic gray cement	1%	4%
Ready mix	2%	4%
Aggregates	(0%)	4%

Millions of	January - December			
US dollars	2015	l-t-l % var		
Net sales	14,127	5%		
Operating EBITDA	2,636	9%		
as % net sales	18.7%	1.1pp		
Controlling interest net income	75			

- Our volumes increased in our core businesses and prices in local-currency terms improved as well, reflecting the implementation of our pricing strategy
- Favorable volumes and prices resulted in a 5% growth in like-to-like sales
- Operating EBITDA increased by 9%, on a like-to-like basis, reflecting our US\$150 million cost-reduction program and the favorable operating leverage in some of our markets
- Operating EBITDA margin improved by 1.1pp
- Controlling interest net income reached US\$75 million and was positive for the first time in six years

# Operating EBITDA negatively impacted by the unprecedented strength of the U.S. dollar





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Free cash flow increased by more than US\$400 million even though operating EBITDA was US\$60 million lower





## Debt reduction of more than US\$2 billion in 2 years, despite relatively stable EBITDA





# CEMEX continues to have a manageable consolidated debt maturity profile



Total debt excluding perpetual notes<sup>1</sup> as of December 31, 2015 US\$ 14,887 million **Credit Agreement** 6,000 Other bank / WC debt / Certificados Avg. life of debt: 5.1 years **Bursátiles Fixed Income** 5,000 Millions of **Convertible Subordinated Notes**<sup>2</sup> US dollars 4,000 3,259 3.000 2,455 1,973 1,930 2,000 1,469 1,438 957 1,000 597 432 377 0 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025

<sup>1</sup> CEMEX has perpetual debentures totaling US\$440 million

<sup>2</sup> Convertible Subordinated Notes include only the debt component of US\$1,474 million; total notional amount is about US\$1,563 million





Fourth Quarter 2015 Regional Highlights Mexico



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	2,843	3,185	(11%)	7%	672	827	(19%)	(3%)
Op. EBITDA	966	999	(3%)	16%	231	255	(10%)	9%
as % net sales	34.0%	31.4%	2.6pp		34.4%	30.9%	3.5pp	

Volume	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	1%	(6%)	4%
Ready mix	(5%)	(16%)	(1%)
Aggregates	(9%)	(19%)	1%

Price (LC)	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15	
Cement	10%	14%	(0%)	
Ready mix	7%	8%	0%	
Aggregates	7%	6%	(1%)	

- Volume performance for our three core products reflects our pricing strategy and focus on profitability
- Our cement volumes increased 4% sequentially and our market position remained stable
- Prices for our three core products in local-currency terms higher during both the quarter and full year 2015, on a year-over-year basis
- During 2015, the main drivers of our cement volumes were the industrial-and-commercial and formal residential sectors
- Self-construction sector continues to be supported by job creation, real wages and remittances



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	3,935	3,678	7%	7%	967	923	5%	5%
Op. EBITDA	565	421	34%	34%	173	138	26%	26%
as % net sales	14.4%	11.4%	3.0pp		17.9%	14.9%	3.0pp	

Volume	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15	
Cement	2%	5%	(8%)	
Ready mix	13%	12%	(8%)	
Aggregates	6%	8%	(11%)	

Price (LC)	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15	
Cement	6%	3%	(1%)	
Ready mix	5%	3%	(1%)	
Aggregates	(0%)	(1%)	1%	

- Higher volumes for our three core products during the quarter and full year; cement volumes, excluding oilwell cement and related activities, increased 10% and 6% during the quarter and full year, respectively
- During the quarter and full year, ready-mix volumes increased 9% and 10%, respectively, on a like-to-like basis
- The residential and infrastructure sectors were the main drivers of volume growth during the quarter
- Housing permits in three of our four key states— Florida, California, and Arizona—outperformed the 12% national growth for 2015
- In December, U.S. Congress passed a 5-year, \$305 billion transportation bill which should promote more cement-intensive infrastructure investment



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	3,057	3,865	(21%)	2%	738	901	(18%)	1%
Op. EBITDA	325	346	(6%)	13%	71	82	(14%)	13%
as % net sales	10.6%	9.0%	1.6pp		9.6%	9.1%	0.5pp	

Volume	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15	
Cement	(3%)	(9%)	(16%)	
Ready mix	(12%)	(12%)	(7%)	
Aggregates	(18%)	(15%)	(7%)	

Price (LC) <sup>1</sup>	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	2%	2%	1%
Ready mix	1%	1%	1%
Aggregates	8%	6%	0%

 Regional like-to-like cement and aggregates volumes increased by 9% and 1%, respectively, while ready-mix volumes remained flat during 2015

- In Germany, like-to-like cement and ready-mix volumes increased by 6% and 1%, respectively, while aggregates declined by 4% during 2015; like-to-like cement prices in local-currency terms remained stable sequentially; the residential sector was the main driver of demand during 2015
- In Poland, our market presence remained stable during 2015; quarterly volumes driven by favorable weather conditions
- In the UK, improvement in quarterly and full year cement and aggregates volumes driven by sustained growth in all sectors; full year volumes for cement and aggregates were the highest since 2008

<sup>1</sup> Volume-weighted, local-currency average prices



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	1,436	1,507	(5%)	3%	370	357	4%	8%
Op. EBITDA	257	311	(17%)	(12%)	63	67	(5%)	(2%)
as % net sales	17.9%	20.6%	(2.7pp)		17.1%	18.7%	(1.6pp)	

Volume	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	(2%)	7%	1%
Ready mix	5%	8%	12%
Aggregates	(4%)	6%	8%

Price (LC) <sup>1</sup>	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	(3%)	(10%)	(2%)
Ready mix	2%	2%	0%
Aggregates	4%	1%	(2%)

- Regional like-to-like gray cement volumes decreased by 3% during the quarter and by 9% during 2015
- In Egypt, cement volumes during the quarter benefited from the continuity of government projects
- In Spain, like-to-like cement volumes declined by 10% during the quarter and by 9% for the full year, mainly reflecting our focus on more profitable volumes
- In Spain, like-to-like cement prices in local currency terms increased during the quarter and the full year by 6% and 11%, respectively, on a year-over-year basis, and by 1% sequentially



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	1,894	2,195	(14%)	1%	436	514	(15%)	1%
Op. EBITDA	571	727	(22%)	(9%)	125	165	(25%)	(11%)
as % net sales	30.1%	33.1%	(3.0pp)		28.6%	32.2%	(3.6pp)	

Volume	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	(4%)	(5%)	(7%)
Ready mix	(3%)	(12%)	(14%)
Aggregates	(2%)	(9%)	(11%)

Price (LC) <sup>1</sup>	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	2%	6%	2%
Ready mix	4%	4%	(1%)
Aggregates	3%	2%	(1%)

- Increase in full-year cement volumes in the Dominican Republic, Costa Rica and Nicaragua
- Increase in year-over-year regional cement pricing mainly due to higher prices in Colombia
- In Colombia, the decline in our cement volumes for the quarter and full year reflect a high base of comparison as well as the implementation of our pricing strategy; the residential and infrastructure activity as the main drivers
- In Panama, cement volumes, adjusting for the Panama Canal expansion project, were flat during 2015

Asia



Millions of US dollars	2015	2014	% var	l-t-l % var	4Q15	4Q14	% var	l-t-l % var
Net Sales	665	612	9%	13%	162	155	4%	12%
Op. EBITDA	175	143	23%	26%	46	44	4%	8%
as % net sales	26.4%	23.3%	3.1pp		28.2%	28.2%	0.0pp	

Volume	2015 vs.	4Q15 vs.	4Q15 vs.
volume	2014	4Q14	3Q15
Cement	15%	10%	0%
Ready mix	(6%)	(8%)	2%
Aggregates	2%	70%	27%

Price (LC) <sup>1</sup>	2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Cement	4%	5%	1%
Ready mix	1%	0%	(1%)
Aggregates	0%	8%	2%

- Year-over-year increase in regional cement volumes during the quarter and full year 2015 reflects positive performance from our operations in the Philippines
- During the quarter, regional prices for cement and aggregates were higher both sequentially and on a year-over-year basis, in local-currency terms; for the full year 2015, prices for cement and ready mix were also higher and aggregates remained flat
- In the Philippines, the double-digit growth in cement volumes during the quarter and for the full year reflects positive performance from all sectors, as well as the introduction of additional grinding mill capacity late 2014





### **4Q15** Results

## Operating EBITDA, cost of sales and operating expenses



	January - December					Fourth Quarter			
Millions of US dollars	2015	2014	% var	l-t-l % var	2015	2014	% var	l-t-l % var	
Net sales	14,127	15,288	(8%)	5%	3,416	3,739	(9%)	2%	
Operating EBITDA	2,636	2,696	(2%)	9%	663	692	(4%)	7%	
as % net sales	18.7%	17.6%	1.1pp		19.4%	18.5%	0.9pp		
Cost of sales	9,410	10,356	9%		2,239	2,449	9%		
as % net sales	66.6%	67.7%	1.1pp		65.5%	65.5%	0.0pp		
Operating expenses	3,043	3,296	8%		767	851	10%		
as % net sales	21.5%	21.6%	0.1pp		22.5%	22.8%	0.3pp		

- Operating EBITDA during 2015 increased by 9% on a like-to-like basis mainly due to higher contributions from Mexico, the U.S., and the Northern Europe and Asia regions
- Cost of sales, as a percentage of net sales, remained stable during the quarter and declined by 1.1pp during the year, reflecting our cost-reduction initiatives
- Operating expenses, as a percentage of net sales, decreased by 0.3pp during the quarter mainly driven by lower distribution expenses and cost reduction initiatives



	January - December			F	ourth Quart	er
Millions of US dollars	2015	2014	% var	2015	2014	% var
Operating EBITDA	2,636	2,696	(2%)	663	692	(4%)
- Net Financial Expense	1,151	1,334		270	311	
- Maintenance Capex	510	502		206	207	
- Change in Working Cap	(291)	15		(398)	(330)	
- Taxes Paid	486	558		39	79	
- Other Cash Items (net)	(75)	(86)		(22)	19	
- Free Cash Flow Discontinued Operations	(25)	(25)		1	(15)	
Free Cash Flow after Maint. Capex	881	399	121%	566	421	35%
- Strategic Capex	252	187		76	84	
- Strategic Capex Discontinued Operations	1	2		1	2	
Free Cash Flow	628	210	199%	489	335	46%

• Working capital days during 2015 decreased to 20 from 27 days during 2014



- Other expenses, net, during the quarter resulted in an expense of US\$92 million mainly due to impairment of assets and severance payments
- Foreign-exchange gain of US\$21 million resulting primarily from the fluctuation of the Mexican peso versus the U.S. dollar partially offset by the fluctuation of the Euro versus the U.S. dollar
- Loss on financial instruments of US\$21 million related mainly to CEMEX shares
- Controlling interest net income of US\$144 million, versus a loss of US\$178 million in 4Q14, mainly reflects lower other expenses, lower loss in financial instruments, lower financial expenses, and a positive effect in discontinued operations, partially offset by lower foreign-exchange gain, lower operating earnings before other expenses, and higher non-controlling interest





### 2016 Outlook

#### 2016 guidance



- We expect a low-single-digit increase in consolidated volumes for cement and mid-single-digit increase for both ready mix and aggregates
- Regarding cost of energy, on a per ton of cement produced basis, a decline from last year's level of approximately 10% is expected
- Total capital expenditures expected to be about US\$700 million, US\$450 million in maintenance capex and US\$250 million in strategic capex
- We expect working capital investment during the year to be flat to marginally higher versus 2015
- We expect cash taxes to be under US\$400 million during the year
- We expect a reduction in our cost of debt of US\$50 million, including our perpetual and convertible securities













Appendix



		January - [	December			Fourth (	Quarter	
Millions of US dollars	2015	2014	% var	l-t-l % var	2015	2014	% var	l-t-l % var
Net sales	14,127	15,288	(8%)	5%	3,416	3,739	(9%)	2%
Gross profit	4,717	4,932	(4%)	8%	1,178	1,290	(9%)	3%
Operating earnings before other expenses, net	1,674	1,637	2%	17%	410	439	(6%)	11%
Operating EBITDA	2,636	2,696	(2%)	9%	663	692	(4%)	7%
Free cash flow after maintenance capex	881	399	121%		566	421	35%	

- During 2015, operating EBITDA increased by 9%, on a like-to-like basis, mainly due to higher contributions from Mexico, the U.S., and the Northern Europe and Asia regions
- Free cash flow after maintenance capital expenditures increased by 35% during the quarter and by 121% during 2015



		2015 vs. 2014	4Q15 vs. 4Q14	4Q15 vs. 3Q15
Domostic grav	Volume (l-t-l <sup>1</sup> )	1%	(1%)	(4%)
Domestic gray cement	Price (USD)	(7%)	(6%)	(1%)
cement	Price (I-t-l <sup>1</sup> )	4%	5%	(0%)
	Volume (l-t-l <sup>1</sup> )	2%	(1%)	(4%)
Ready mix	Price (USD)	(6%)	(4%)	(3%)
	Price (I-t-I <sup>1</sup> )	4%	4%	(2%)
	Volume (l-t-l <sup>1</sup> )	(0%)	(0%)	(6%)
Aggregates	Price (USD)	(5%)	(3%)	(2%)
	Price (I-t-I <sup>1</sup> )	4%	3%	(1%)

- During the quarter, higher year-over-year volumes for our three core products in the U.S. and the Mediterranean and Asia regions, with the exception of ready mix in the case of Asia
- Achieved record-high cement volumes during 2015 in the Philippines and Nicaragua, as well as record ready-mix volumes in Israel, Egypt, the Dominican Republic, Guatemala and Haiti
- Quarterly and full year increases in consolidated prices for our three core products on a like-tolike basis

#### Additional information on debt and perpetual notes





	Fo	Third Quarter		
Millions of US dollars	2015	2014	% Var.	2015
Total debt <sup>1</sup>	14,887	15,825	(6%)	15,136
Short-term	3%	8%		2%
Long-term	97%	92%		98%
Perpetual notes	440	466	(6%)	445
Cash and cash equivalents	887	852	4%	457
Net debt plus perpetual notes	14,441	15,440	(6%)	15,124
Consolidated Funded Debt <sup>2</sup> / EBITDA <sup>3</sup>	5.21	5.19		5.18
Interest coverage <sup>3 4</sup>	2.61	2.34		2.59

<sup>1</sup> Includes convertible notes and capital leases, in accordance with IFRS <sup>2</sup> Consolidated Funded Debt as of December 31, 2015 was US\$13,806 million, in accordance with our contractual obligations under the <sup>a</sup> Consolidated Funded Debt as of December 51, 2015 was object, bet as of December 51, 2015 was of December 51, 2015 was of D



#### Total debt<sup>1</sup> by instrument



	Fourth Quarter				Third Quarter		
Millions of US dollars	2015	% of total	2014	% of total	2015	% of total	
Facilities Agreement	0	0%	1,938	12%	0	0%	
Credit Agreement	3,062	21%	1,286	8%	3,172	21%	
Other bank / WC Debt / CBs	214	1%	200	1%	210	1%	
Fixed Income	10,136	68%	10,670	67%	10,291	68%	
Convertible Subordinated Notes	1,474	10%	1,731	11%	1,463	10%	
Total Debt <sup>1</sup>	14,887		15,825		15,136		



	Domestic gray cement 2015 vs. 2014		Ready mix 2015 vs. 2014			Aggregates 2015 vs. 2014			
	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)
Mexico	1%	(8%)	10%	(5%)	(10%)	7%	(9%)	(10%)	7%
U.S.	2%	6%	6%	13%	5%	5%	6%	(0%)	(0%)
Germany <sup>1</sup>	(47%)	(11%)	7%	(45%)	(15%)	2%	(61%)	(14%)	3%
Poland	15%	(21%)	(5%)	16%	(15%)	2%	(6%)	(11%)	6%
France	N/A	N/A	N/A	(5%)	(19%)	(2%)	(2%)	(18%)	(1%)
UK	7%	(4%)	4%	(2%)	(2%)	5%	5%	(3%)	5%
Spain <sup>2</sup>	35%	(16%)	1%	(18%)	(6%)	12%	(5%)	(21%)	(6%)
Egypt	(9%)	(13%)	(5%)	48%	3%	12%	(17%)	90%	106%
Colombia	(9%)	(22%)	8%	(3%)	(23%)	6%	(6%)	(23%)	4%
Panama	(9%)	4%	4%	(12%)	(4%)	(4%)	(0%)	3%	3%
Costa Rica	7%	3%	1%	14%	(1%)	(3%)	16%	(3%)	(4%)
Philippines	21%	0%	3%	N/A	N/A	N/A	N/A	N/A	N/A

<sup>1</sup> On a like-to-like basis, cement, ready-mix, and aggregates volumes increased by 6% and 1% and declined by 4%, respectively, during 2015.

<sup>2</sup> On a like-to-like basis cement volumes declined by 9% during 2015.



	Domestic gray cement 4Q15 vs. 4Q14		Ready mix 4Q15 vs. 4Q14			Aggregates 4Q15 vs. 4Q14			
	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)
Mexico	(6%)	(5%)	14%	(16%)	(10%)	8%	(19%)	(11%)	6%
U.S.	5%	3%	3%	12%	3%	3%	8%	(1%)	(1%)
Germany <sup>1</sup>	(47%)	(8%)	6%	(42%)	(10%)	4%	(60%)	(13%)	0%
Poland	2%	(18%)	(4%)	(7%)	(13%)	1%	(3%)	(17%)	(3%)
France	N/A	N/A	N/A	4%	(17%)	(5%)	1%	(13%)	(0%)
UK	1%	(1%)	4%	(3%)	(3%)	2%	8%	(3%)	2%
Spain <sup>2</sup>	46%	(19%)	(7%)	(17%)	(8%)	6%	(20%)	(24%)	(12%)
Egypt	4%	(22%)	(14%)	43%	(4%)	6%	(23%)	82%	101%
Colombia	(8%)	(15%)	18%	(11%)	(23%)	7%	(16%)	(21%)	9%
Panama	(22%)	5%	5%	(24%)	(6%)	(6%)	(19%)	2%	2%
Costa Rica	(9%)	(1%)	(2%)	13%	4%	4%	4%	(11%)	(12%)
Philippines	14%	(0%)	5%	N/A	N/A	N/A	N/A	N/A	N/A

<sup>1</sup> On a like-to-like basis, cement, ready-mix, and aggregates volumes increased during the quarter by 7% and 5%, and remained flat, respectively, on a year-over-year basis.
 <sup>2</sup> On a like-to-like basis, cement volumes declined during the quarter by 10%, on a year-over-year basis.

## 2016 expected outlook: Selected countries



	Domestic gray cement	Ready mix	Aggregates	
	Volumes	Volumes	Volumes	
Consolidated	low-single-digit	mid-single-digit	mid-single-digit	
Consonualeu	growth	growth	growth	
Mexico	mid-single-digit	mid-single-digit	high-single-digit	
IVIEXICO	growth	growth	growth	
United States	mid-single-digit	mid-single-digit	mid-single-digit	
office States	growth	growth	growth	
Germany	2%	5%	4%	
Poland	4%	10%	7%	
France	N/A	1%	2%	
UK	4%	5%	2%	
Spain	10%	(8%)	5%	
Egypt	3%	10%	14%	
Colombia	low to mid-single-	high-single-digit	high-single-digit	
Colombia	digit growth	growth	growth	
Panama	high-single-digit	flat	low-teens growth	
	decline	IIat		
Costa Rica	low-single-digit	low-single-digit	low-single-digit	
	decline	decline	growth	
Philippines	6%	N/A	N/A	

#### Definitions



**2015 / 2014:** Results for the twelve months of the years 2015 and 2014, respectively.

**Cement:** When providing cement volume variations, refers to domestic gray cement operations (starting in 2Q10, the base for reported cement volumes changed from total domestic cement including clinker to domestic gray cement)

LC: Local currency

**Like-to-like percentage variation (I-t-l % 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

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

**pp:** 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



#### **Investor Relations**

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#### **Stock Information**

- NYSE (ADS): CX
- Mexican Stock Exchange: CEMEXCPO
- Ratio of CEMEXCPO to CX:10 to 1

#### **Calendar of Events**

March 31, 2016	Ordinary and Extraordinary General Shareholders Meetings
April 21, 2016	First quarter 2016 financial results conference call
July 27, 2016	Second quarter 2016 financial results conference call
October 27, 2016	Third quarter 2016 financial results conference call