



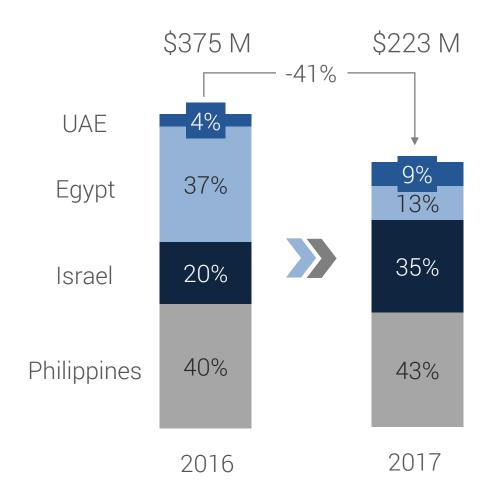
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UNLESS OTHERWISE NOTED, ALL FIGURES ARE PRESENTED IN DOLLARS.



## 2017 was a bumpy year in our main markets

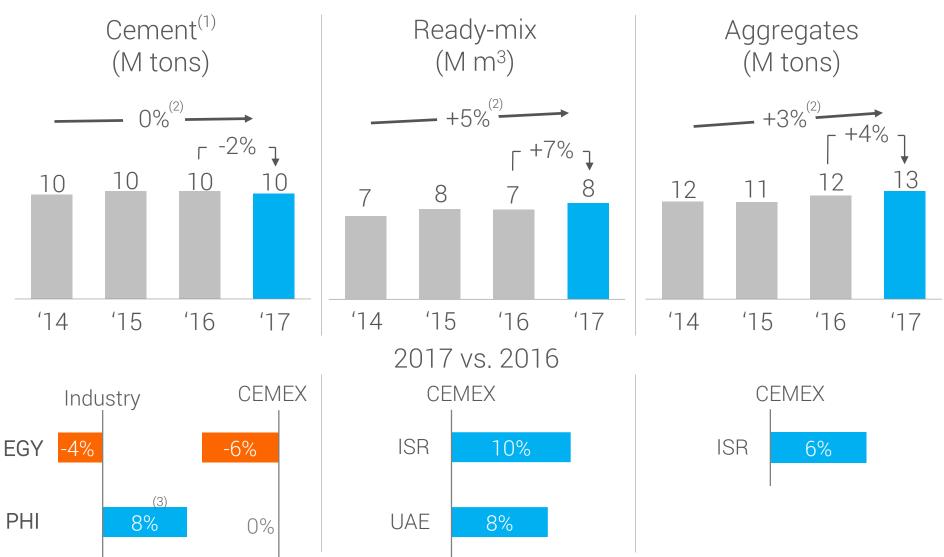
EBITDA Contribution – By Country



- Pricing pressures in Philippines
- Egypt impacted by EGP devaluation
- Record volumes in Israel
- Growth and high productivity in UAE

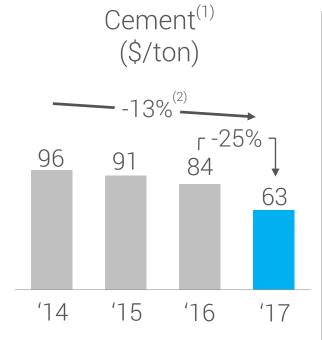


## Market fundamentals remained healthy...

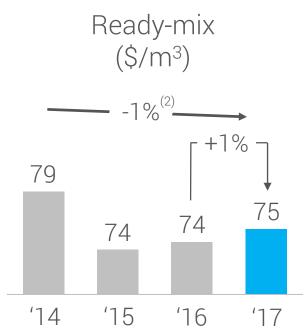




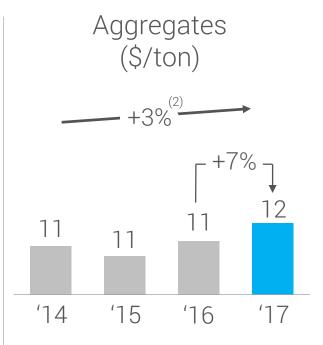
## ... and cement prices are stabilizing



- Egypt hit by devaluation, but prices up 10% in LC
- Pressure on prices in Philippines



 Fostering value added products and services

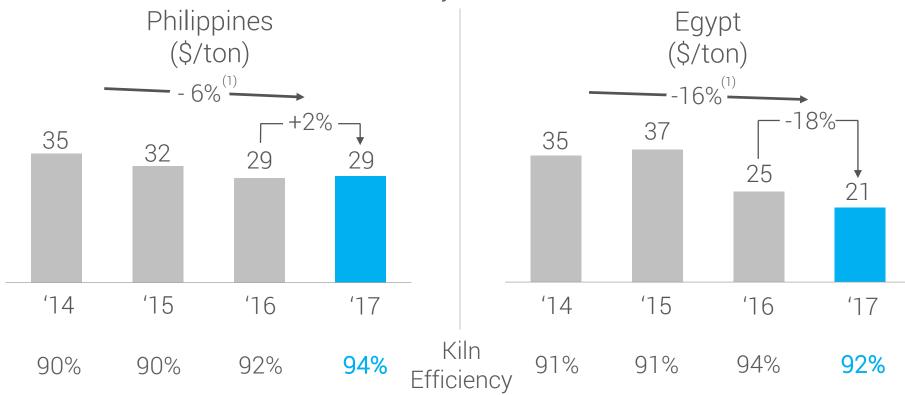


Robust pricing supported by sustainable demand



### Proactive cost management

Cement Unitary Production Cost



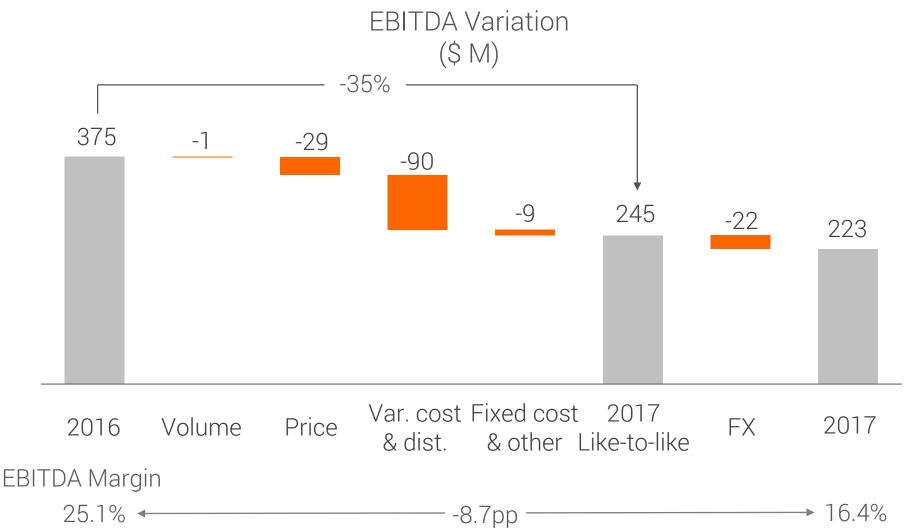
- Highest kiln efficiency in CEMEX
- Timely coal hedging strategy

- Maintaining high kiln efficiency
- Agile and flexible fuel mix

1) CAGR from 2014 to 2017

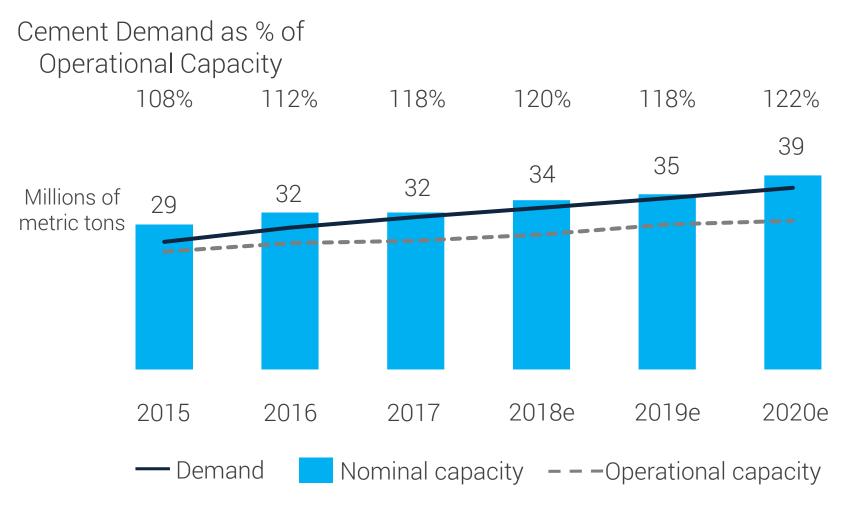


## 2017 results impacted by Egyptian devaluation and energy costs





# Philippines: Investing in new capacity to take advantage of strong demand growth

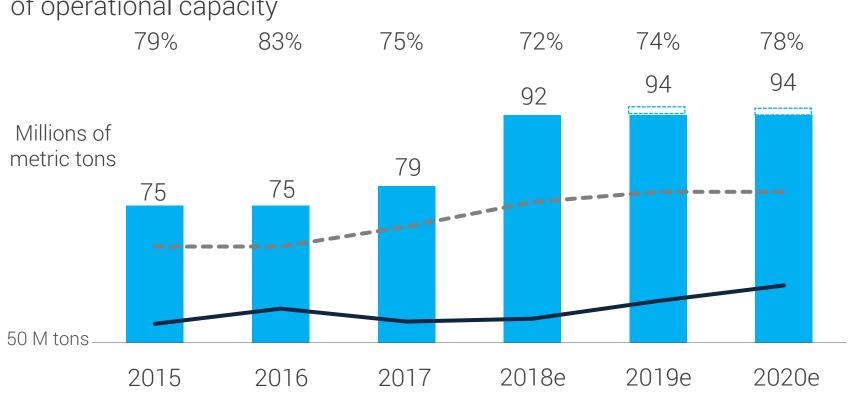


Source: CEMEX estimates AME&A I 8



# Egypt: Resilient demand with challenging supply dynamics

Cement Demand as % of operational capacity



— Demand Nominal capacity — — Operational capacity Potential new capacity

Source: CEMEX estimates AME&A I 9



### Medium term outlook

#### Philippines

- Positive cement demand drivers
- Capacity expansion and debottlenecking
- Challenges for margin expansion due to imports

#### **Egypt**

- Sustainable tailwinds in the Egyptian economy
- Positive cement demand fundamentals
- Uncertain behavior of new competition

#### Israel

- Stable economic backdrop
- Improving our footprint

#### **UAE**

- Positive macroeconomic outlook
- Excellent productivity with room for improvement



## What you should expect from us

- Achieve and sustain Zero for Life
- Offer superior services and value added products, at premium prices
- Launch new digital solutions to expand value creation
- Maintain the highest kiln efficiency
- Debottleneck in Philippines to capture value in advance
- \$225 M investment in the Solid cement plant expansion (1Q20)
- Develop our footprint in Israel

