# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Washington, D.C. 20049
FORM 6-K
REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 or 15d-16 UNDER THE SECURITIES EXCHANGE ACT OF 1934
For the month of October, 2020
Commission File Number: 001-14946
CEMEX, S.A.B. de C.V. (Translation of Registrant's name into English)
Avenida Ricardo Margáin Zozaya #325, Colonia Valle del Campestre, San Pedro Garza García, Nuevo León 66265, México (Address of principal executive offices)
Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.
Form 20-F ⊠ Form 40-F □
Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):  $\Box$ 

### **Contents**

- 1. Press release, dated October 28, 2020, announcing third quarter 2020 results for CEMEX Latam Holdings, S.A., an indirect subsidiary of CEMEX, S.A.B. de C.V. (NYSE: CX).
- 2. Third quarter 2020 results for CEMEX Latam Holdings, S.A., an indirect subsidiary of CEMEX, S.A.B. de C.V. (NYSE: CX).
- 3. <u>Presentation regarding third quarter 2020 results for CEMEX Latam Holdings, S.A., an indirect subsidiary of CEMEX, S.A.B. de C.V. (NYSE: CX).</u>

### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, CEMEX, S.A.B. de C.V. has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

CEMEX, S.A.B. de C.V.

(Registrant)

Date: October 28, 2020 By: /s/ Rafael Garza Lozano

Name: Rafael Garza Lozano Title: Chief Comptroller

### EXHIBIT INDEX

EXHIBIT

NO.	DESCRIPTION
1.	Press release, dated October 28, 2020, announcing third quarter 2020 results for CEMEX Latam Holdings, S.A., an indirect subsidiary of CEMEX, S.A.B. de C.V. (NYSE: CX).
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#### **CLH REPORTS THIRD QUARTER 2020 RESULTS**

**BOGOTA, COLOMBIA. OCTOBER 28, 2020** – CEMEX Latam Holdings, S.A. ("CLH") (BVC: CLH), announced today that its consolidated net sales declined by 8%, while the EBITDA improved by 19%, during the third quarter compared to those of the same period of 2019\*. Quarterly EBITDA margin improved by 5.5 percentage points, mainly due to increased cement prices, as well as to lower costs and SG&A, despite lower volumes.

### CLH's Consolidated Third Quarter 2020 Financial and Operational Highlights

- Quarterly EBITDA increased by 19% on a like-to-like basis, while the EBITDA margin improved by 5.5pp reaching the highest level since the fourth quarter of 2017
- Our cost savings program reached US\$39 million year-to-date September, expect to reach US\$46 million in total for 2020
- Reduced net debt by US\$48 million and our leverage ratio by 0.4x to 3.7x, from June to September
- · Net loss of US\$109 million during the third quarter, due to a non-cash impairment of goodwill and idle assets
- Our Net-Promoter-Score reached 66 points during the third quarter, 9 points higher on a year-over-year basis, driven by our customersupport programs and CEMEX Go

Jesus Gonzalez, CEO of CLH, said: "Our operations could run relatively normally during the third quarter in Colombia, Guatemala, Nicaragua and El Salvador, while restrictions impacted in Panama and to a lesser degree in Costa Rica. Despite a decline in sales during the quarter, we improved our EBITDA by 19% on a like-to-like basis, supported by pricing and our cost-savings program. Our quarterly EBITDA margin reached the highest level since the fourth quarter of 2017. Additionally, we reduced our net debt by 48 million dollars and our leverage ratio by 0.4x, from 4.1x in June to 3.7x in September."

Jesus Gonzalez added: "We continue supporting our customers on some of the challenges they are facing due to COVID-19 through our program "CEMEX Te Acompaña" and our digital platform CEMEX Go. As a result of these actions, during the quarter we increased our Net-Promoter-Score by 19 points on a year-over-year basis."

### Consolidated Corporate Results

During the third quarter, controlling interest net loss of US\$109 million, compared with a loss of US\$4 million during the same quarter of 2019. The loss during the quarter was due to a non-cash impairment of goodwill and idle assets.

### Geographical Markets Third Quarter 2020 Highlights

Operating EBITDA in **Colombia** reached US\$28 million, 59% higher on a like-to-like basis, compared with that of the third quarter of 2019. Net sales increased by 1% on a like-to-like basis, versus those of the same period of the previous year, to US\$115 million.

In **Panama**, operating EBITDA during the third quarter was US\$1 million. Net sales reached US\$16 million during the quarter; a decline of 64% compared with those of the same period of 2019.

In **Costa Rica**, operating EBITDA reached US\$7 million during the quarter, 54% higher on a like-to-like basis compared with that of the previous year. Net sales reached US\$21 million, 12% lower on a like-to-like basis, compared with those of the third quarter of 2019.

In the **Rest of CLH** operating EBITDA increased by 52% on a like.to-like basis, to US\$21 million during the quarter. Quarterly net sales reached US\$60 million, an increase of 19% on a like-to-like basis, compared with those of the same period of 2019.

\* Like-to-like adjusted for currency fluctuations.

In accordance with its vision, CLH continues to constantly evolve aiming to become more flexible in our operations, more creative in our commercial offerings, more sustainable in our use of resources, more innovative in conducting our business, and more efficient in our capital allocation. CLH is a regional leader in the building solutions industry that provides high-quality products and reliable services to customers and communities in Colombia, Panama, Costa Rica, Nicaragua, El Salvador, and Guatemala.

###

This press release contains forward-looking statements and information that are necessarily subject to risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of CLH to be materially different from those expressed or implied in this release, including, among others, changes in general economic, political, governmental and business conditions globally and in the countries in which CLH does business, changes in interest rates, changes in inflation rates, changes in exchange rates, the level of construction generally, changes in cement demand and prices, changes in raw material and energy prices, changes in business strategy, changes derived from events affecting CEMEX, S.A.B de C.V. and subsidiaries ("CEMEX") and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein. CLH assumes no obligation to update or correct the information contained in this press release.

Operating EBITDA is defined as operating earnings before other expenses, net plus depreciation and operating amortization. Free Cash Flow is defined as operating EBITDA minus net interest expense, maintenance and expansion 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). All of the above items are prepared under International Financial Reporting Standards as issued by the International Accounting Standards Board. Operating EBITDA and Free Cash Flow (as defined above) are presented herein because CLH believes that they are widely accepted as financial indicators of CLH's ability to internally fund capital expenditures and service or incur debt. Operating EBITDA and Free Cash Flow should not be considered as indicators of CLH's financial performance, as alternatives to cash flow, as measures of liquidity or as being comparable to other similarly titled measures of other companies.



2020

THIRD QUARTER RESULTS



### Stock Listing Information

Colombian Stock Exchange S.A.

Ticker: CLH

### Investor Relations

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#### **OPERATING AND FINANCIAL HIGHLIGHTS**



	See None of the	January - Sep	tember			Third Qu	uarter	
	2020	2019	% var	l-t-l % var	2020	2019	% var	l-t-l % var
Consolidated cement volume	3,919	4,892	(20%)		1,475	1,647	(10%)	1
Consolidated domestic gray cement volume	3,634	4,392	(17%)		1,374	1,480	(7%)	
Consolidated ready-mix volume	1,178	1,831	(36%)		463	601	(23%)	
Consolidated aggregates volume	2,427	4,377	(45%)		931	1,426	(35%)	
Net sales	571	752	(24%)	(18%)	209	245	(15%)	(8%)
Gross profit	229	290	(21%)	(16%)	87	96	(9%)	(2%)
as % of net sales	40.0%	38.6%	1.4pp		41.8%	39.2%	2.6pp	
Operating earnings (loss) before other expenses, net	69	87	(21%)	(15%)	32	27	15%	26%
as % of net sales	12.196	11.6%	0.5рр		15.2%	11.2%	4.0pp	
Controlling interest net income (loss)	-129	8	N/A		-109	-4	(2974%)	
Operating EBITDA	126	146	(14%)	(9%)	51	46	10%	19%
as % of net sales	22.0%	19.4%	2.6pp		24.2%	18.7%	5.5pp	
Free cash flow after maintenance capital expenditures	68	52	31%		40	12	238%	
Free cash flow	66	50	32%		39	12	228%	
Net debt	659	765	(14%)		659	765	(14%)	
Total debt	688	788	(13%)		688	788	(13%)	
Earnings (loss) of continued operations per share	(0.23)	0.01	N/A		(0.20)	(0.01)	(2965%)	
Shares outstanding at end of period	558	557	0%		558	557	096	
Employees	3,932	3,896	1%		3,932	3,896	196	

Cement and aggregates volumes in thousands of metric tons. Ready-mix volumes in thousands of cubic meters. In millions of US dollars, except volumes, percentages, employees, and per-share amounts.

Shares outstanding are presented in millions.

Consolidated net sales during the third quarter of 2020 declined by 8% on a like-to-like basis adjusting for foreign exchange fluctuations, compared with those of the third quarter of 2019.

Cost of sales as a percentage of net sales during the third quarter decreased by 2.6pp from 60.8.% to 58.2%, on a year-over-year basis.

Operating expenses as a percentage of net sales during the quarter declined by 1.3pp from 27.9% to 26.6%, compared to those of 2019.

Operating EBITDA during the third quarter of 2020 increased by 19% on a like-to-like basis, compared with that of the third quarter of 2019.

Operating EBITDA margin during the third quarter of 2020 increased by 5.5pp, compared with that of the third quarter of 2019.

Controlling interest net income during the third quarter was a loss of US\$109 million due to a non-cash impairment of goodwill and idle

Net debt declined US\$48 million from June to September, reaching US\$659 million.

### **OPERATING RESULTS**



#### Colombia

		January - September				Third Quarter			
	2020	2019	% var	l-t-l % var	2020	2019	% var	l-t-l % var	
Netsales	284	376	(25%)	(1496)	115	127	(9%)	196	
Operating EBITDA	57	59	(496)	8%	28	20	42%	59%	
Operating EBITDA margin	19.9%	15.7%	4.2pp		24.6%	15.7%	8.9pp		

In millions of US dollars, except percentages.

	Domestic gray cement		Read	y-Mix	Aggregates		
	January- September	Third Quarter	January - September	Third Quarter	January - September	Third Quarter	
Volume	(20%)	(6%)	(30%)	(12%)	(33%)	(13%)	
Price (USD)	(5%)	(3%)	(10%)	(9%)	(12%)	(15%)	
Price (local currency)	9%	8%	3%	2%	(0%)	(5%)	

Year-over-year percentage variation.

In Colombia, after the sharp decline in cement demand during April and May due to the lockdowns, industry volumes reached nearly 2019 levels during the third quarter. Our cement volumes declined by 6% during the quarter, reflecting an impact due to our price increase implemented in July and a high base of comparison as a new competitor entered the market in late 2019.

Our cement prices increased by 2% and 8% on a sequential and year-over-year basis, respectively, reaching the highest level since 2016 in local-currency terms. The improvement on a sequential basis reflects our price increase implemented in July.

#### Panama

		January - September				Third Quarter			
	2020	2019	% var	l-t-l % var	2020	2019	% var	l-t-l % var	
Netsales	58	143	(60%)	(50%)	16	45	(64%)	(64%)	
Operating EBITDA	8	38	(78%)	(78%)	1	14	(89%)	(89%)	
Operating EBITDA margin	14.6%	26.8%	(12.2pp)		9.0%	30.7%	(21.7pp)		

In millions of US dollars, except percentages.

	Domestic gray cement		Read	y-Mix	Aggregates		
	January- September	Third Quarter	January - September	Third Quarter	January - September	Third Quarter	
Volume	(60%)	(63%)	(74%)	(87%)	(69%)	(82%)	
Price (USD)	(6%)	(5%)	(6%)	(196)	(8%)	(19%)	
Price (local currency)	(6%)	(5%)	(6%)	(1%)	(8%)	(19%)	

Year-over-year percentage variation.

Panama is the country in the region with the longest and most severe restrictions on mobility and activity. Following government regulations, our operations resumed regular activities in mid-September. Hardware stores and certain infrastructure projects could operate during the quarter, while formal construction sites resumed operations in mid-September.

Our quarterly cement volumes declined by 63%. In addition to the COVID-19 restrictions, our performance reflects a new cement producer which came into the market during late June.

#### **OPERATING RESULTS**



#### Costa Rica

		January - September				Third Quarter			
	2020	2019	% var	l-t-l % var	2020	2019	% var	l-t-l % var	
Netsales	67	80	(17%)	(18%)	21	25	(15%)	(12%)	
Operating EBITDA	22	24	(9%)	(10%)	7	5	49%	54%	
Operating EBITDA margin	32.4%	29.6%	2.8pp		34.3%	19.6%	14.7pp		

In millions of US dollars, except percentages.

	Domestic g	ray cement	Read	y-Mix	Aggregates		
	January- September	Third Quarter	January - September	Third Quarter	January - September	Third Quarter	
Volume	(13%)	(2.1%)	(21%)	(17%)	(70%)	(79%)	
Price (USD)	(5%)	(5%)	(7%)	(8%)	107%	169%	
Price (local currency)	(6%)	(1%)	(9%)	(5%)	102%	179%	

Year-over-year percentage variation.

In Costa Rica, our cement volumes during the third quarter declined by 21%. COVID-19 cases in the country accelerated in late June, prompting a 9-day quarantine in July only for the districts impacted by a COVID-19 surge. Although the lockdown did not impact our operations directly, it curbed cement demand during that period.

Our quarterly prices improved by 2% sequentially and declined by 1% year-over-year, in local-currency terms. The sequential improvement reflects our price increase of around 4% for bagged cement, effective on June.

#### Rest of CLH

		January - September				Third Quarter			
	2020	2019	% var	l-t-l % var	2020	2019	% var	l-t-l % var	
Netsales	174	164	696	796	60	51	18%	19%	
Operating EBITDA	58	46	25%	27%	21	14	50%	52%	
Operating EBITDA margin	33.5%	28.3%	5.2pp		34.5%	27.1%	7.4pp		

In millions of US dollars, except percentages.

	Domestic g	Domestic gray cement		ly-Mix	Aggregates		
	January - September	Third Quarter	January - September	Third Quarter	January - September	Third Quarter	
Volume	11%	2 596	(17%)	(30%)	(38%)	(54%)	
Price (USD)	(4%)	(3%)	196	(O96)	2%	(15%)	
Price (local currency)	(2%)	(2%)	2%	1%	5%	(12%)	

Year-over-year percentage variation.

Our cement volumes improved by 25% during the quarter, reaching the highest level since the third quarter of 2016. Cement volumes increased in all countries of the Rest of CLH region.

In Guatemala, our cement volumes improved during the quarter supported by an acceleration in the self-construction sector, segment where we have a higher relative presence. Additionally, our volumes benefited from tighter controls in the northern border—implemented because of COVID-19—which restrained flows of illegal cement imports.

In Nicaragua, we are encouraged by the improvement in construction activity observed during the quarter and the first nine months of the year. Our cement volumes increased during the quarter driven by the self-construction sector, as well as by government-sponsored projects, such as a hospital, highways, and a social-housing complex.

### OPERATING EBITDA, FREE CASH FLOW AND DEBT **RELATED INFORMATION**



### Operating EBITDA and free cash flow

	Jan	January - September			Third Quarter			
	2020	2019	% var	2020	2019	% var		
Operating earnings before other expenses, net	69	87	(21%)	32	27	15%		
+ Depreciation and operating amortization	57	59		19	18			
Operating EBITDA	126	146	(14%)	51	46	10%		
- Net financial expense	39	40		13	13			
- Capital expenditures for maintenance	10	30		6	13			
- Change in working Capital	6	(9)		(13)	(4)			
- Taxes paid	(2)	35		2	12			
- Other cash items (Net)	5	(1)		3	2			
Free cash flow after maintenance capital exp	68	52	31%	40	12	238%		
- Strategic Capital expenditures	2	1		1	-			
Free cash flow	66	50	32%	39	12	228%		

In millions of US dollars, except percentages.

### Information on Debt

	Th	Second Quarter		
	2020	2019	% var	2020
Total debt 1, 2	688	788		785
Short term	3%	18%		6%
Longterm	97%	82%		94%
Cash and cash equivalents	30	23	2896	78
Net debt	659	765	(14%)	707
Net debt / LTM <sup>a</sup> EBITDA	3.7x	3.8x		4.1x

	Third Quarter			
	2020	2019		
Currency denomination				
U.S. dollar	98%	99%		
Colombian peso	2%	196		
Interest rate				
Fixed	67%	60%		
Variable	33%	40%		

In millions of US do lars, except percentages.

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

<sup>2</sup> Represents the consolidated balances of CLH and subsidiaries.

<sup>&</sup>lt;sup>a</sup> Refers to "Last Twelve Months"



### Income statement & balance sheet

### CEMEX Latam Holdings, S.A. and Subsidiaries

in thousands of U.S. Dollars, except per share amounts

	January - September				Third Quarter			
INCOME STATEMENT	2020	2019	% var	I-t-I % var	2020	2019	% var	l-t-l %var
Netsales	571,417	751,826	(24%)	(18%)	209,064	244,644	(15%)	(8%)
Cost of sales	(342,734)	(461,730)	26%		(121,721)	(148,824)	18%	
Gross profit	228,683	290,096	(21%)	(16%)	87,343	95,820	(9%)	(2%)
Operating expenses	(159,601)	(202,969)	21%		(55,655)	(68,361)	1996	
Operating earnings (loss) before other expenses, net	69,082	87,127	(21%)	(15%)	31,688	27,459	15%	26%
Other expenses, net	(130,264)	(12,337)	(956%)		(125,519)	(4,244)	(2858%)	
Operating earnings (loss)	(61,182)	74,790	n/a		(93,831)	23,215	n/a	
Financial expenses	(38,711)	(39,598)	2%		(12,237)	(12,591)	396	
Other income (expenses), net	(18,436)	(22,595)	18%		3,122	(16,708)	n/a	
Net income (loss) before income taxes	(118,329)	12,597	n/a		(102,946)	(6,084)	(1592%)	
Income tax	(11,489)	(5,036)	(12896)		(6,996)	2,502	n/a	
Consolidated net income (loss)	(129.818)	7,561	n/a		(109.942)	(3,582)	(2969%)	
Non-controlling interest net income	765	18	4071%		679	27	2454%	
Controlling Interest Net Income (loss)	(129,053)	7,579	n/a		(109,263)	(3,555)	(2974%)	
a company	405 500	445.000	*****	100/1	50.545	45.007	400/	****
Operating EBITDA	125,600	146,003	(14%)	(9%)	50,546	45,827	10%	19%
Earnings (loss) of continued operations per share	(0.23)	0.01	n/a		(0.20)	(0.01)	(2965%)	

	as of September 30				
BALANCE SHEET	2020	2019	% var		
Total Assets	2,616,830	2,934,625	(11%)		
Cash and Temporary Investments	29,755	23,193	28%		
Trade Accounts Receivables	63,507	79,833	(20%)		
Other Receivables	52,887	54,383	(396)		
Inventories	70,077	76,176	(896)		
Other Current Assets	17,395	13,708	27%		
Current Assets	233,621	247,293	(6%)		
Fixed Assets	982,144	1,113,189	(12%)		
Other Assets	1,401,065	1,574,143	(1196)		
Total Liabilities	1,294,500	1,412,635	(8%)		
Current Liabilities	242,000	392,858	(38%)		
Long-Term Liabilities	990,402	1,002,663	(196)		
Other Liabilities	62,098	17,114	263%		
Consolidated Stockholders' Equity	1,322,330	1,521,990	(13%)		
Non-controlling Interest	4,680	5,116	(9%)		
Stockholders' Equity Attributable to Controlling Interest	1,317,650	1,516,874	(1396)		



### Income statement & balance sheet

### CEMEX Latam Holdings, S.A. and Subsidiaries

in millions of Colombian Pesos in nominal terms, except per share amounts

	January - September			Third Quarter			
INCOME STATEMENT	2020	2019	% var	2020	2019	% var	
Netsales	2,149,540	2,456,598	(1296)	792,967	830,658	(5%)	
Cost of sales	(1,289,286)	(1,508,707)	15%	(461,679)	(505,314)	996	
Gross profit	860,254	947,891	(9%)	331,288	325,344	2%	
Operating expenses	(600,383)	(663,204)	9%	(211,097)	(232,111)	996	
Operating earnings (loss) before other expenses, net	259,871	284,687	(9%)	120,191	93,233	29%	
Other expenses, net	(490,024)	(40,311)	(111696)	(476,088)	(14,410)	(3204%)	
Operating earnings (loss)	(230,153)	244,376	n/a	(355,897)	78,823	n/a	
Financial expenses	(145,624)	(129,386)	(13%)	(46,413)	(42,751)	(9%)	
Other income (expenses), net	(69,351)	(73,829)	6%	11,843	(56,729)	n/a	
Net income (loss) before income taxes	(445,128)	41,161	n/a	(390,467)	(20,657)	(1790%)	
Income tax	(43,218)	(16,456)	(163%)	(26,538)	8,494	n/a	
Consolidated net income (loss)	(488,346)	24,705	n/a	(417,005)	(12,163)	(3329%)	
Non-controlling interest net income	2,878	60	4702%	2,577	94	2649%	
Controlling Interest Net Income (loss)	(485,468)	24,765	n/a	 (414,428)	(12,069)	(3334%)	
Operating EBITDA	472,479	477,068	(196)	191,720	155,599	23%	
Earnings (loss) of continued operations per share	(875)	44	n/a	(747)	(22)	(3324%)	

	as of September 30				
BALANCE SHEET	2020	2019	% var		
Total Assets	10,150,525	10,159,700	(0%)		
Cash and Temporary Investments	115,420	80,294	44%		
Trade Accounts Receivables	246,340	276,384	(11%)		
Other Receivables	205,147	188,276	9%		
Inventories	271,823	263,722	3%		
Other Current Assets	67,472	47,455	4296		
Current Assets	906,202	856,131	6%		
Fixed Assets	3,809,680	3,853,872	(196)		
Other Assets	5,434,643	5,449,697	(0%)		
Total Liabilities	5,021,288	4,890,556	3%		
Current Liabilities	938,705	1,360,078	(31%)		
Long-Term Liabilities	3,841,711	3,471,231	11%		
Other Liabilities	240,872	59,247	307%		
Consolidated Stockholders' Equity	5,129,237	5,269,144	(3%)		
Non-controlling Interest	18,150	17,709	2%		
Stockholders' Equity Attributable to Controlling Interest	5,111,087	5,251,435	(3%)		



# **Operating Summary per Country**

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

		January - Sept	tember		Third Quarter			
	2020	2019	% var	l-t-l	2020	2019	% var	l-t-
			2000000	% var			2000000	% vai
NET SALES								
Colombia	283,689	376,324	(25%)	(14%)	115,049	126,673	(9%)	1%
Panama	57,526	143,038	(60%)	(60%)	16,342	45,182	(64%)	(64%)
Costa Rica	66,829	80,109	(17%)	(18%)	21,157	24,901	(15%)	(12%
Rest of CLH	173,840	164,369	6%	796	60,226	51,195	18%	19%
Others and intercompany eliminations	(10,467)	(12,014)	13%	13%	(3,709)	(3,307)	(12%)	(12%
TOTAL	571,417	751,826	(24%)	(18%)	209,064	244,644	(15%)	(8%
GROSS PROFIT								
Colombia	112,220	139,944	(20%)	(9%)	48,573	47,985	1%	13%
Panama	13,221	50,327	(74%)	(74%)	3,212	18,364	(83%)	(83%
Costa Rica	33,454	37,134	(10%)	(1196)	11,075	9,491	17%	21%
Rest of CLH	72,095	63,021	1496	16%	25,176	19,166	31%	339
Others and intercompany eliminations	(2,307)	(330)	(599%)	N/A	(693)	814	N/A	N//
TOTAL	228,683	290.096	(21%)	(16%)	87,343	95.820	(9%)	(2%
Colombia Panama	38,211 (3,130)	38,729 25,424	(1%) N/A	10% N/A	21,941 (2,050)	13,295 9,731	65% N/A	84% N/A
Costa Rica Rest of CLH	18,091	20,216	(11%) 28%	(12%)	6,145	3,742 12.061	64% 54%	70%
KEST OTCLH Others and intercompany eliminations	52,097 (36,187)	40,699 (37,941)	28% 5%		18,517			FFO
	(20,10/)	(57,541)		E 0.4	(12 OCE)			55%
	60.002	97 127		5%	(12,865)	(11,370)	(13%)	(13%
IOIAL	69,082	87,127	(21%)	5% (15%)	(12,865) 31,688			(13%
		87,127			31,688	(11,370)	(13%) 15%	(13% 26%
OPERATING EBITDA Colombia	56,585	58,974	(21%)	(15%) 8%	31,688 28,343	(11,370) 27,459	(13%) 15% 42%	(13% 26% 59%
OPERATING EBITDA Colombia Panama	56,585 8,386	58,974 38,281	(21%) (4%) (78%)	8% (78%)	31,688 28,343 1,469	(11,370) 27,459 19,901 13,869	(13%) 15% 42% (89%)	(13% 26% 59% (89%
OPERATING EBITDA Colombia Panama Costa Rica	56,585 8,386 21,625	58,974 38,281 23,689	(21%) (4%) (78%) (9%)	8% (78%) (10%)	28,343 1,469 7,264	(11,370) 27,459 19,901 13,869 4,878	(13%) 15% 42% (89%) 49%	(13% 26% 59% (89% 54%
OPERATING EBITDA Colombia Panama Costa Rica Rest of CLH	56,585 8,386 21,625 58,219	58,974 38,281 23,689 46,442	(4%) (78%) (78%) (9%) 25%	8% (78%) (10%) 27%	28,343 1,469 7,264 20,771	(11,370) 27,459 19,901 13,869 4,878 13,861	(13%) 15% 42% (89%) 49% 50%	59% (89% 54% 52%
OPERATING EBITDA  Colombia Panama  Costa Rica Rest of CLH  Others and intercompany eliminations	56,585 8,386 21,625 58,219 (19,215)	58,974 38,281 23,689 46,442 (21,383)	(21%) (4%) (78%) (9%) 25% 10%	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301)	(11,370) 27,459 19,901 13,869 4,878 13,861 (6,682)	(13%) 15% 42% (89%) 49% 50% (9%)	(13%) 26% 59% (89%) 54% 52% (9%)
OPERATING EBITDA Colombia Panama Costa Rica Rest of CLH Others and intercompany eliminations	56,585 8,386 21,625 58,219	58,974 38,281 23,689 46,442	(4%) (78%) (78%) (9%) 25%	8% (78%) (10%) 27%	28,343 1,469 7,264 20,771	(11,370) 27,459 19,901 13,869 4,878 13,861	(13%) 15% 42% (89%) 49% 50%	59% (89% 54% 52%
OPERATING EBITDA Colombia Panama Costa Rica Rest of CLH	56,585 8,386 21,625 58,219 (19,215)	58,974 38,281 23,689 46,442 (21,383)	(21%) (4%) (78%) (9%) 25% 10%	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301)	(11,370) 27,459 19,901 13,869 4,878 13,861 (6,682)	(13%) 15% 42% (89%) 49% 50% (9%)	(13% 26% 59% (89% 54% 52% (9%
OPERATING EBITDA  Colombia Panama  Costa Rica Rest of CLH  Others and intercompany eliminations  TOTAL	56,585 8,386 21,625 58,219 (19,215)	58,974 38,281 23,689 46,442 (21,383)	(21%) (4%) (78%) (9%) 25% 10%	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301)	(11,370) 27,459 19,901 13,869 4,878 13,861 (6,682)	(13%) 15% 42% (89%) 49% 50% (9%)	(13% 26% 59% (89% 54% 52% (9%
OPERATING EBITDA  Colombia Panama  Costa Rica Rest of CLH  Others and intercompany eliminations  TOTAL  OPERATING EBITDA MARGIN	56,585 8,386 21,625 58,219 (19,215) 125,600	58,974 38,281 23,689 46,442 (21,383) 146,003	(4%) (78%) (9%) 25% 10% (14%)	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301) 50,546	19,901 13,869 4,878 13,861 (6,682)	(13%) 15% 42% (89%) 49% 50% (9%) 10%	(13% 26% 59% (89% 54% 52% (9%
OPERATING EBITDA  Colombia Panama Costa Rica Rest of CLH Others and intercompany eliminations TOTAL  OPERATING EBITDA MARGIN Colombia Panama	56,585 8,386 21,625 58,219 (19,215) 125,600	58,974 38,281 23,689 46,442 (21,383) 146,003	(21%) (4%) (78%) (9%) 25% 10% (14%)	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301) 50,546	(11,370) 27,459 19,901 13,869 4,878 13,861 (6,682) 45,827	(13%) 15% 42% (89%) 49% 50% (9%) 10%	(13% 26% 59% (89% 54% 52% (9%
OPERATING EBITDA  Colombia Panama  Costa Rica Rest of CLH  Others and intercompany eliminations  TOTAL  OPERATING EBITDA MARGIN  Colombia	56,585 8,286 21,625 58,219 (19,215) 125,600	58,974 38,281 23,689 46,442 (21,383) 146,003	(21%) (4%) (78%) (9%) 25% 10% (14%) 4.2pp (12.2pp)	8% (78%) (10%) 27% 10%	28,343 1,469 7,264 20,771 (7,301) 50,546	(11,370) 27,459 19,901 13,869 4,878 13,861 (6,682) 45,827	(13%) 15% 42% (89%) 49% 50% (9%) 10% 8.9pp (21.7pp)	(13% 26% 59% (89% 54% 52% (9%



### **Volume Summary**

### Consolidated volume summary

Cement and aggregates in thousands of metric tons Ready mix in thousands of cubic meters

	Janua	January - September			Third Quarter		
	2020	2019	% var	2020	2019	% var	
Total cement volume 1	3,919	4,892	(20%)	1,475	1,647	(10%)	
Total domestic gray cement volume	3,634	4,392	(17%)	1,374	1,480	(796)	
Total ready-mix volume	1,178	1,831	(36%)	463	601	(23%)	
Total aggregates volume	2,427	4,377	(45%)	931	1,426	(35%)	

<sup>&</sup>lt;sup>4</sup> Consolidated cement volume includes domestic and export volume of gray cement, white cement, special cement, mortar and clinker.

### Per-country volume summary

	January - September	Third Quarter	Third Quarter 2020
	2020 vs. 2019	2020 vs. 2019	vs. Second Quarter 2020
DOMESTIC GRAY CEMENT			
Colombia	(20%)	(6%)	66%
Panama	(60%)	(63%)	187%
Costa Rica	(13%)	(21%)	(7%)
Rest of CLH	11%	25%	896
READY-MIX Colombia Panama	(30%) (74%)	(12%) (87%)	118% 1702%
Costa Rica	(21%)	(17%)	(8%)
Rest of CLH	(17%)	(30%)	(15%)
AGGREGATES			
Colombia	(33%)	(13%)	128%
Panama	(69%)	(82%)	373%
Costa Rica	(70%)	(79%)	(57%)
Rest of CLH	(38%)	(54%)	(3%)



### **Price Summary**

### Variation in U.S. dollars

	January - September	Third Quarter	Third Quarter 2020
	2020 vs. 2019	2020 vs. 2019	vs. Second Quarter 2020
DOMESTIC GRAY CEMEI	NT		
Colombia	(5%)	(3%)	1%
Panama	(6%)	(5%)	(196)
Costa Rica	(5%)	(5%)	(196)
Rest of CLH	(4%)	(3%)	(196)
READY-MIX Colombia Panama Costa Rica	(10%) (6%) (7%)	(9%) (1%) (8%)	(2%) (15%) (4%)
Rest of CLH	1%	(0%)	0%
AGGREGATES			
Colombia	(12%)	(15%)	(5%)
Panama	(8%)	(19%)	(696)
Costa Rica	107%	169%	66%
Rest of CLH	2%	(15%)	(796)

For Rest of CLH, volume-weighted average prices.

### Variation in local currency

	January - September	Third Quarter	Third Quarter 2020
	2020 vs. 2019	2020 vs. 2019	vs. Second Quarter 2020
DOMESTIC GRAY CEMENT			
Colombia	9%	8%	2%
Panama	(6%)	(5%)	(196)
Costa Rica	(6%)	(1%)	2%
Rest of CLH	(2%)	(2%)	(196)
READY-MIX			
Colombia	3%	2%	(1%)
Panama	(6%)	(1%)	(15%)
Costa Rica	(9%)	(5%)	(1%)
Rest of CLH	2%	1%	196
AGGREGATES			
Colombia	(O%)	(5%)	(4%)
Panama	(8%)	(19%)	(6%)
Costa Rica	102%	179%	72%
Rest of CLH	5%	(12%)	(6%)

For Rest of CLH, volume-weighted average prices.

### **DEFINITIONS OF TERMS AND DISCLOSURES**



#### Methodology for translation and presentation of results

Under IFRS, CLH reports its consolidated results in its functional currency, which is the US Dollar, by translating the financial statements of foreign subsidiaries using the corresponding exchange rate at the reporting date for the balance sheet and the corresponding exchange rates at the end of each month for the income statement.

For the reader's convenience, Colombian peso amounts for the consolidated entity are calculated by converting the US dollar amounts using the closing COP/US\$ exchange rate at the reporting date for balance sheet purposes, and the average COP/US\$ exchange rate for the corresponding period for income statement purposes. The exchange rates are provided below.

Per-country/region selected financial information of the income statement is presented before corporate charges and royalties which are included under "other and intercompany eliminations."

#### Consolidated financial information

When reference is made to consolidated financial information means the financial information of CLH together with its consolidated subsidiaries.

#### Presentation of financial and operating information

Individual information is provided for Colombia, Panama and Costa Rica.

Countries in Rest of CLH include Nicaragua, Guatemala and El Salvador.

### Exchange rates

	January - September		January - S	ieptember	Third Quarter	
	2020 EoP	2019 EoP	2020 average	2019 average	2020 average	2019 average
Colombian peso	3,878.94	3,462.01	3,761.77	3,267.51	3,792.94	3,395.38
Panama balboa	1.00	1.00	1.00	1.00	1.00	1.00
Costa Rica colon	606.68	583.88	584.22	592.56	597.67	577.50
Euro	0.85	0.86	0.89	0.84	0.85	0.86

Amounts provided in units of local currency per US dollar.

#### **DEFINITIONS OF TERMS AND DISCLOSURES**



# Relevant accounting effects included in the reported financial statements

In the financial statements of the third quarter of 2020, approved by its Board of Directors, CEMEX Latam Holdings S.A. recognized a non-cash aggregate impairment charge in the income statement of \$121.1 million dollars, within the line item other expenses, net. The impairment charge is comprised of \$108.2 million of impairment from goodwill related to CLH's businesses in Panama of \$81.3 million and Costa Rica of \$26.9 million, recognized under the line of Goodwill and other intangible assets, net, as well as of \$12.9 million of impairment from idle fixed assets, recognized within the line of Property, machinery and equipment, net and right-of-use assets, net, mainly in assets of the cement sector in Panama for \$11.1 million dollars and the aggregates business in Colombia for \$1.8 millions of dollars.

The aforementioned non-cash impairment charges, were caused by the negative effects on its operating results caused by the COVID-19 Pandemic resulting from the quarantine periods, social distancing and suspension and reduction of operations in accordance with the disposals issued by each government, as well as the high uncertainty regarding with the length and consequences in the different markets where CLH operates. These non-cash charges do not impact CLH's liquidity, Operating EBITDA and cash taxes payable, nevertheless its total assets, net income and equity were affected in the quarter.

#### **DEFINITIONS OF TERMS AND DISCLOSURES**



#### Definition of terms

Free cash flow equals operating EBITDA minus net interest expense, maintenance and strategic capital expenditures, change in working capital, taxes paid, and other cash items (net other expenses less proceeds from the disposal of obsolete and/or substantially depleted operating fixed assets that are no longer in operation).

Maintenance capital expenditures investments incurred for the purpose of ensuring CLH's operational continuity. These include capital expenditures on projects required to replace obsolete assets or maintain current operational levels, and mandatory capital expenditures, which are projects required to comply with governmental regulations or internal policies.

Net debt equals total debt minus cash and cash equivalents.

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

pp equals percentage points.

EoP equals End of Period.

Strategic capital expenditures investments incurred with the purpose of increasing CLH's profitability. These include capital expenditures on projects designed to increase profitability by expanding capacity, and margin improvement capital expenditures, which are projects designed to increase profitability by reducing costs.

Working capital equals operating accounts receivable (including other current assets received as payment in kind) plus historical inventories minus operating payables.



### || Forward looking information

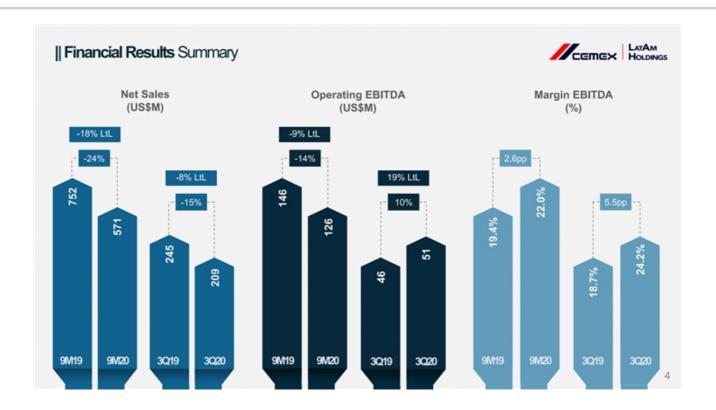


This presentation contains forward-looking statements. In some cases, these statements can be identified by the use of forward-looking words such as "may," "assume," "might," "should," "could," "continue," "would," "can," "consider," "anticipate," "estimate," "expect," "envision," "plan," "believe," "foresee," "predict," "potential "target," "strategy," and "intend" or other similar words. These forward-looking statements reflect CEMEX Latam Holdings, S.A.'s ("CLH") current expectations and projection's about future events based on CLH's knowledge of present facts and circumstances and assumptions about future events, as well as CLH's current plants based on such facts and circumstances. These statements necessarily involve risks and uncertainties that could cause actual results to differ materially from CLH's expectations. Some of the risks, uncertainties and other important factors that could cause results to differ, or that otherwise could have an impact on CLH or its subsidiaries, include, but are not limited to, the cyclical activity of the construction sector; CLH's exposure to other sectors that impact CLH's business, such as, but not limited to, the energy sector; competition in the markets in which we offer our products and services;; availability of raw materials and related fluctuating prices; general political, social, economic and business conditions in the markets in which CLH operates or that affects its operations and any significant economic, health, political or social developments in those markets, including any nationalization or privatization of any assets or operations; the regulatory environment, including environmental, tax, antitrust and acquisition-related rules and regulations; CLH's ability to satisfy its debt obligations and CEMEX, S.A.B. de C.V.'s ("CEMEX") ability to satisfy CEMEX's obligations under its material debt agreements, the indentures that govern CEMEX's senior secured notes and CEMEX's other debt instruments; expected refinancing of CEMEX's existing indebtedness; availability of short-term credit lines, which can assist us in connection with market cycles; the impact of CEMEX's below investment grade debt rating on CLH's and CEMEX's cost of capital; lost of reputation of our brands; CEMEX's ability to consummate asset sales and fully integrate newly acquired businesses; achieve cost-savings from CLH's cost-reduction initiatives and implement CLH's pricing initiatives for CLH's products; the increasing reliance on information technology infrastructure for CLH's operations, sales in general, sales invoicing, procurement, financial statements and other processes that can adversely affect operations in the event that the infrastructure does not work as intended, experiences technical difficulties or is subject to cyberattacks; weather conditions; changes in the economy that affect demand for consumer goods, consequently affecting demand for our products and services; the impact of pandemics, epidemics or outbreaks of infectious diseases and the response of governments and other third parties, including with respect to COVID-19, which have affected and may continue to adversely affect, among other matters, supply chains, international operations, availability of liquidity, investor confidence and consumer spending, as well as availability of, and demand for, our products and services; weather conditions, including but not limited to, excessive rain and snow, and disasters such as earthquakes and floods; weather conditions; trade barriers; including tariffs or import taxes and changes in existing trade policies or changes to, or withdrawals from free trade agreements; terrorist and organized criminal activities as well as geopolitical events; declarations of insolvency or bankruptcy or becoming subject to similar proceedings; natural disasters and other unforeseen events (including global health hazards such as COVID-19); and the other risks and uncertainties described in CLH's public filings. Readers are urged to read these presentations and carefully consider the risks, uncertainties and other factors that affect CLH's business. The information contained in these presentations is subject to change without notice, and CLH is not obligated to publicly update or revise forward-looking statements. Unless the context indicates otherwise, all references to pricing initiatives, price increases or decreases, refer to CLH's prices for CLH's

### || Key messages 3Q20

- ✓ Relatively normal operations during the quarter in Colombia, Guatemala, Nicaragua and El Salvador, while restrictions impacted in Panama and to a lesser degree in Costa Rica
- ✓ Quarterly EBITDA up 19% on a like-to-like basis; EBITDA margin up 5.5pp reaching the highest level since 4Q17
- ✓ Our cost savings program reached US\$39 million YTD September, expect to reach a total of US\$46 million during 2020
- ✓ Our alternative fuel substitution rate reached 23% vs. 14% in 3Q19
- ✓ Reduced net debt by US\$48 million and our leverage ratio by 0.4x to 3.7x, from June to September
- ✓ Net loss of US\$109 million during the quarter, due to a non-cash impairment of goodwill and idle assets
- ✓ The programs to support our customers, such as our safety
  protocols, CEMEX Go and "CEMEX Te Acompaña", continue to pay
  off as our Net-Promoter-Score reached 66 points during the quarter,
  9 points higher on a year-over-year basis





### || Consolidated Volumes and Prices



Domestic gray cement

Volume	-17%	-7%	41%
Price (USD)	-4%	-4%	-5%
Price (LtL <sub>1</sub> )	3%	3%	-4%

Ready-mix concrete

Volume	-36%	-23%	97%
Price (USD)	-12%	-13%	-4%
Price (LtL <sub>1</sub> )	-2%	-5%	-5%

Aggregates

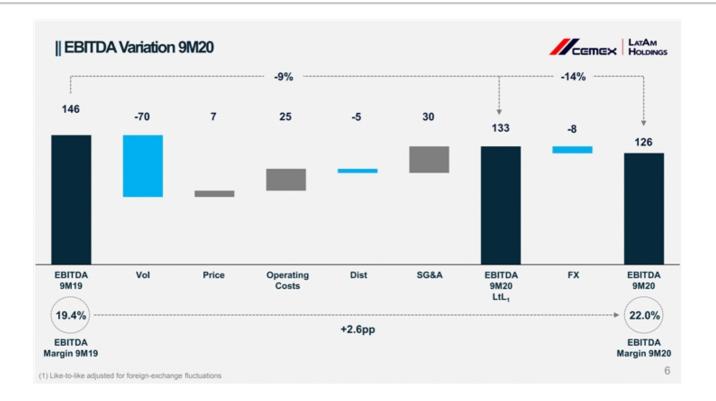
(1) Like-to-like adjusted for foreign-exchange fluctuations

Volume	-45%	-35%	88%
Price (USD)	-4%	-8%	3%
Price (LtL <sub>1</sub> )	6%	2%	2%



Our cement volumes during 3Q20 declined by 7% YoY and improved by 41% QoQ; the improvement QoQ was mainly driven by Colombia

Quarterly cement prices up 3% YoY, while down 4% QoQ, on a like-to-like basis. Although QoQ prices improved in Colombia, Costa Rica and Nicaragua, the decline is due to a higher share of volumes from Colombia, which has the lowest cement prices in the portfolio







Results Highlights Colombia

### || Colombia - Results Highlights



	9M20	Var %	LtL <sub>1</sub>	3Q20	Var %	LtL <sub>1</sub>
Net Sales	284	-25%	-14%	115	-9%	1%
Op. EBITDA	57	-4%	8%	28	42%	59%
as % net sales	19.9%	4.2pp		24.6%	8.9pp	



	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-20%	-6%	66%
Ready-mix	-30%	-12%	118%
Aggregates	-33%	-13%	128%

1		
	Price (Local Currency)	1

	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	9%	8%	2%
Ready-mix	3%	2%	-1%
Aggregates	0%	-5%	-4%

(1) Like-to-like adjusted for foreign-exchange fluctuations



Industry cement volumes reached nearly 2019 levels in 3Q20. Our cement volumes up 66% QoQ and down 6% YoY, reflecting a new competitor and an impact from our price increase

Our quarterly cement prices were the highest since 2016; up 2% QoQ and 8% YoY. Implemented a price increase in July. Industry prices are at historically low levels in U.S. dollars

EBITDA during the quarter improved 59% on a like-to-like basis, driven by increased prices, our cost management efforts and lower maintenance costs





4G projects continued at good pace. YTD September, we have delivered—in cement and/or ready-mix—the equivalent of more than 420,000 ready-mix m<sup>3</sup>

In Bogotá, already awarded projects should start soon, such as 3 hospitals, extensions of the "Transmilenio" BRT system and a water-treatment plant. The Metro and "Regiotram" should start cement consumption in 4Q21

For 2021, the investment budget for transportation is 36% higher YoY.
Also, cement consumption from 4G projects should peak and some projects of the 5G program could start

### || Colombia - Housing and Industrial & Commercial Sectors





Cement demand from the selfconstruction sector recovered in June and this trend continued during 3Q20

Housing sales recovered in 3Q20 increasing 2.8% YoY, according to CAMACOL, however, housing starts were down in the mid-teens

In the industrial-and-commercial sector, trends such as telework, restricted travel and online shopping could reduce cement demand. However, it is encouraging that the industrial and commercial confidence indexes reached near pre-pandemic levels in September



Results Highlights Panama

### || Panama - Results Highlights



	9M20	Var %	LtL <sub>1</sub>	3Q20	Var %	LtL <sub>1</sub>
Net Sales	58	-60%	-60%	16	-64%	-64%
Op. EBITDA	8	-78%	-78%	1	-89%	-89%
as % net sales	14.6%	(12.2pp)		9.0%	(21.7pp)	



	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-60%	-63%	187%
Ready-mix	-74%	-87%	1702%
Aggregates	-69%	-82%	373%

		A
	Price	
		1

	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-6%	-5%	-1%
Ready-mix	-6%	-1%	-15%
Aggregates	-8%	-19%	-6%

(1) Like-to-like adjusted for foreign-exchange fluctuations



COVID-19 restrictions on formal construction activity eased in mid-September; our cement volumes were impacted by these measures and a new competitor

Despite the government permitting certain infrastructure projects to restart in June, we observed low levels of activity in this sector during 3Q20

Our EBITDA was positive US\$1 million during the quarter supported by strict cost-containment measures, despite the extraordinary low level of sales and a US\$1.3 million kiln maintenance expense





Going forward, the lifting of COVID-19 restrictions should support cement consumption compared with the low levels of 2Q20 and 3Q20; however, visibility remains low

Among the projects that should provide volume support in coming months are: City Gardens residential project, the "Panamamericana" highway extension, the Metro line 2 extension, the "Gamboa" water treatment plant and the "Via Transistmica" highway



Results Highlights Costa Rica

### || Costa Rica - Results Highlights



	9M20	Var %	LtL <sub>1</sub>	3Q20	Var %	LtL <sub>1</sub>
Net Sales	67	-17%	-18%	21	-15%	-12%
Op. EBITDA	22	-9%	-10%	7	49%	54%
as % net sales	32.4%	2.8pp		34.3%	14.7pp	



	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-13%	-21%	-7%
Ready-mix	-21%	-17%	-8%
Aggregates	-70%	-79%	-57%

Price (Local Gurrency)	1

	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-6%	-1%	2%
Ready-mix	-9%	-5%	-1%
Aggregates	102%	179%	72%

(1) Like-to-like adjusted for foreign-exchange fluctuations



Our cement volumes declined 21% during the quarter; COVID-19 restrictions in July for 9 days impacted industry cement volumes mainly in the metro area

Our quarterly prices in local-currency terms improved 2% QoQ; we implemented a ~4% price increase for bagged cement effective on June

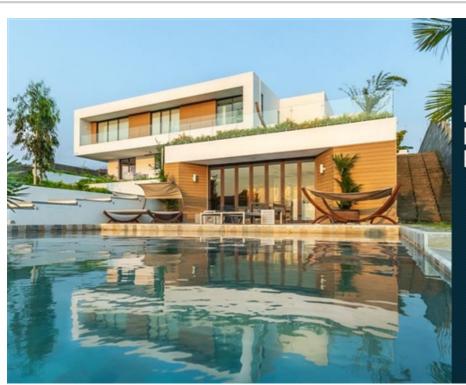
EBITDA margin during the quarter up 14.7pp YoY; significant improvement driven by lower fixed and variable costs, despite lower sales. No kiln maintenances during 3Q20, while US\$2.9M spent during 3Q19





Visibility for cement demand remains limited because of the COVID-19 impact in the economy, as well as the social unrest triggered by potential government policies directed to weather the economic crisis

In the infrastructure sector, ongoing projects as well as upcoming projects such as the "Taras-La Lima" overpass and the Limonal-Barranca highway, should support industry cement volumes in coming months



Results Highlights Rest of CLH

## || Rest of CLH - Results Highlights



	9M20	Var %	LtL <sub>1</sub>	3Q20	Var %	LtL <sub>1</sub>
Net Sales	174	6%	7%	60	18%	19%
Op. EBITDA	58	25%	27%	21	50%	52%
as % net sales	33.5%	5.2pp		34.5%	7.4pp	



	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	11%	25%	8%
Ready-mix	-17%	-30%	-15%
Aggregates	-38%	-54%	-3%

<b>D</b> .1	
Price (LtL <sub>1</sub> )	1

	9M20 vs. 9M19	3Q20 vs. 3Q19	3Q20 vs. 2Q20
Cement	-2%	-2%	-1%
Ready-mix	2%	1%	1%
Aggregates	5%	-12%	-6%

(1) Like-to-like adjusted for foreign-exchange fluctuations



Cement volumes improved by 25% during the quarter reaching the highest level since 3Q16; volumes up in all countries of Rest of CLH

Our quarterly cement prices on a sequential basis declined by 1%, mainly due to an unfavorable product and customer mix in Guatemala

EBITDA margin up 7.4pp during quarter driven by: lower clinker costs, increased volumes and lower corporate expenses in Guatemala; and, increased volumes and lower SG&A in Nicaragua, despite a US\$1.4 million maintenance in 3Q20





Our cement volumes improved during the quarter driven by the selfconstruction sector—a segment in which we have a higher relative presence—and by tighter controls in the northern border which restrained flows of illegal cement imports

Remittances increased 10% from June to August YoY. We are cautiously optimistic in Guatemala's economy and cement consumption





Our cement volumes increased during the quarter, driven by the selfconstruction sector, as well as by government-sponsored projects such as a hospital, highways, and a socialhousing complex

We are cautiously optimistic on Nicaragua's cement consumption for coming months. However, social and political risk might increase as we get near the presidential elections in November 2021



# || Free Cash Flow generation

US\$ Million	9M20	9M19	% var	3Q20	3Q19	% var
Operating EBITDA	126	146	-14%	51	46	10%
- Net financial expense	39	40		13	13	
- Maintenance Capex	10	30		6	13	
- Change in working cap	6	-9		-13	-4	
- Taxes paid	-2	35		2	12	
- Other cash items (net)	5	-1		3	2	
Free Cash Flow After Maintenance Capex	68	52	31%	40	12	238%
- Strategic Capex	2	1		1	0	
Free Cash Flow	66	50	32%	39	12	228%



Free cash flow reached US\$39 million during the quarter vs. US\$12 million during 3Q19; higher EBITDA, lower CAPEX and taxes, as well as a positive effect in working capital

CAPEX reduced to a minimum YTD; Working capital days during the quarter were negative 14 days

Received tax refunds in Colombia for ~US\$3.7 million, benefiting the taxes paid line during the quarter

## | Income Statement

US\$ Million	9M20	9M19	% var	3Q20	3Q19	% var
Net sales	571	752	-24%	209	245	-15%
- Cost of sales	343	462		122	149	
Gross profit	229	290	-21%	87	96	-9%
- Operating expenses	160	203		56	68	
Operating earnings (loss) before other expenses, net	69	87	-21%	32	27	15%
- Other expenses, net	130	12		126	4	
Operating earnings (loss)	-61	75	n/a	-94	23	n/a
- Financial expenses	39	40		12	13	
- Other income (expenses), net	18	23		-3	17	
Net income (loss) before income taxes	-118	13		-103	-6	
- Income tax	11	5		7	-3	
Consolidated net income (loss)	-130	8		-110	-4	
- Non-controlling interest net income	-1	0		-1	0	
ontrolling Interest Net Income (loss)	-129	8	n/a	-109	-4	n/a



Net loss of US\$109 million during the quarter mainly due to a negative impact in Other expenses net, despite higher Operating earnings before other expenses

The Other expenses, net, line reflects the impairment of goodwill and idle assets for a total of US\$121 million

#### || Consolidated debt as of September 30, 2020 **US\$ Million** 447 114 93 12 2020 2021 2022 2023 2024 Maturity Currency US\$ M Borrower CEMEX Colombia S.A. 1 Local Banks COP 8.12%4 2020 12 Cementos Bayano S.A. 1 Lomez International B.V<sub>3</sub> USD 6ML + 360 bps 93 Dec-2022 Lomez International B.V<sub>3</sub> CCL<sub>2</sub> USD Fixed 5.65% 235 Feb-2023 CEMEX Latam Holdings S.A. Lomez International B.V<sub>3</sub> USD Fixed 5.65% 212 Feb-2023

USD

USD

6ML + 277 bps

4.97%5

114

22

688

Dec-2024



<sup>(2)</sup> Refers to "Corporación Cementera Latinos ricana". Subsidiary company of CEMEX Latam Holdings S.A.

CEMEX España S.A.<sub>3</sub>

CEMEX Colombia S.A. 1

Other debt (Leases)

Average Cost / Total



US\$688 M total debt, US\$30 M cash US\$659 M net debt 3.7x Net Debt / LTM EBITDA

Reduced net debt by US\$48 million and leverage ratio by 0.4x, from June to September

During the quarter we paid US\$30 M of the US\$40 M of short-term bank financings obtained as a precautionary measure during April and May; paid the remaining US\$10 M in October

<sup>(3)</sup> Subsidiary company of CEMEX, S.A.B. de C.V.

<sup>(4)</sup> Weighted Average Cost (5) Weighted Average Cost of U.S. dollar denominated debt





#### Total CAPEX US\$25 M

Maintenance US Strategic US

US\$20 M US\$5 M

Cash Taxes US\$30 M

### || Forward looking information



This presentation contains forward-looking statements. In some cases, these statements can be identified by the use of forward-looking words such as "may," "assume," "might," "should," "could," "continue," "would," "can," "consider," "anticipate," "estimate," "expect," "envision," "plan," "believe," "foresee," "predict," "potential" "target," "strategy," and "intend" or other similar words. These forward-looking statements reflect CEMEX Latam Holdings, S.A.'s ("CLH") current expectations and projection's about future events based on CLH's knowledge of present facts and circumstances and assumptions about future events, as well as CLH's current plants based on such facts and circumstances. These statements necessarily involve risks and uncertainties that could cause actual results to differ materially from CLH's expectations. Some of the risks, uncertainties and other important factors that could cause results to differ, or that otherwise could have an impact on CLH or its subsidiaries, include, but are not limited to, the cyclical activity of the construction sector; CLH's exposure to other sectors that impact CLH's business, such as, but not limited to, the energy sector; competition in the markets in which we offer our products and services;; availability of raw materials and related fluctuating prices; general political, social, economic and business conditions in the markets in which CLH operates or that affects its operations and any significant economic, health, political or social developments in those markets, including any nationalization or privatization of any assets or operations; the regulatory environment, including environmental, tax, antitrust and acquisition-related rules and regulations; CLH's ability to satisfy its debt obligations and CEMEX, S.A.B. de C.V.'s ("CEMEX") ability to satisfy CEMEX's obligations under its material debt agreements, the indentures that govern CEMEX's senior secured notes and CEMEX's other debt instruments; expected refinancing of CEMEX's existing indebtedness; availability of short-term credit lines, which can assist us in connection with market cycles; the impact of CEMEX's below investment grade debt rating on CLH's and CEMEX's cost of capital; lost of reputation of our brands; CEMEX's ability to consummate asset sales and fully integrate newly acquired businesses; achieve cost-savings from CLH's cost-reduction initiatives and implement CLH's pricing initiatives for CLH's products; the increasing reliance on information technology infrastructure for CLH's operations, sales in general, sales invoicing, procurement, financial statements and other processes that can adversely affect operations in the event that the infrastructure does not work as intended, experiences technical difficulties or is subject to cyberattacks; weather conditions; changes in the economy that affect demand for consumer goods, consequently affecting demand for our products and services; the impact of pandemics, epidemics or outbreaks of infectious diseases and the response of governments and other third parties, including with respect to COVID-19, which have affected and may continue to adversely affect, among other matters, supply chains, international operations, availability of liquidity, investor confidence and consumer spending, as well as availability of, and demand for, our products and services; weather conditions, including but not limited to, excessive rain and snow, and disasters such as earthquakes and floods; weather conditions; trade barriers; including tariffs or import taxes and changes in existing trade policies or changes to, or withdrawals from free trade agreements; terrorist and organized criminal activities as well as geopolitical events; declarations of insolvency or bankruptcy or becoming subject to similar proceedings; natural disasters and other unforeseen events (including global health hazards such as COVID-19); and the other risks and uncertainties described in CLH's public filings. Readers are urged to read these presentations and carefully consider the risks, uncertainties and other factors that affect CLH's business. The information contained in these presentations is subject to change without notice, and CLH is not obligated to publicly update or revise forward-looking statements. Unless the context indicates otherwise, all references to pricing initiatives, price increases or decreases, refer to CLH's prices for CLH's products.



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#### **Stock Information**

Colombian Stock Exchange Ticker: CLH