



2018  
First Quarter Results

*Exupery International School and Kindergarten, Latvia*

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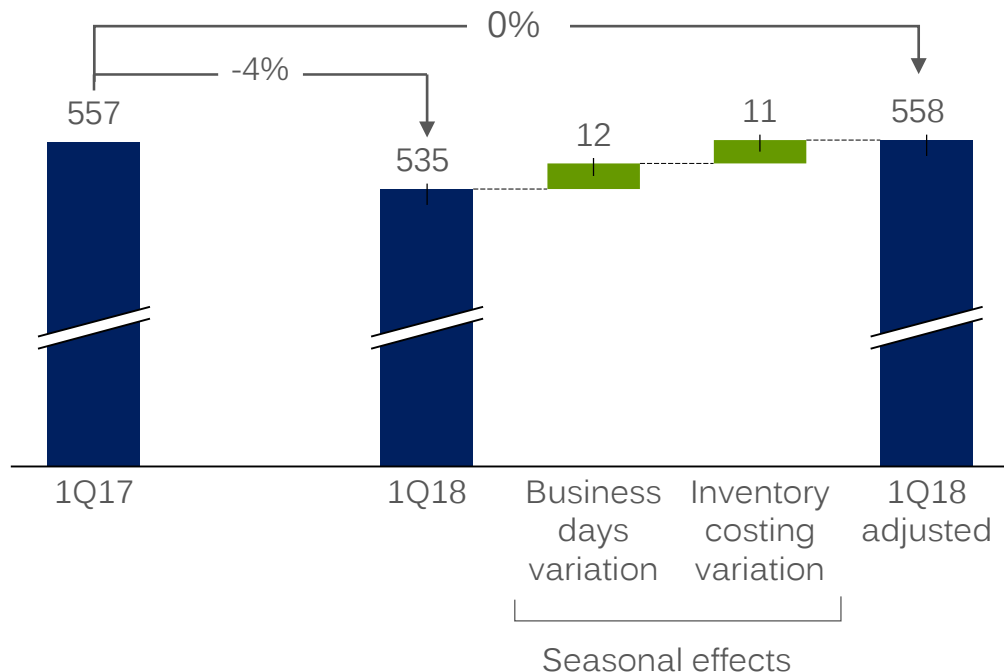
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# Operating EBITDA adjusted for seasonal effects remained flat during 1Q18



EBITDA variation



**Operating EBITDA during 1Q18 adjusted** for fewer business days and an inventory costing-variation effect **remained flat on a year-over-year basis**; expect these seasonal effects to reverse in upcoming months

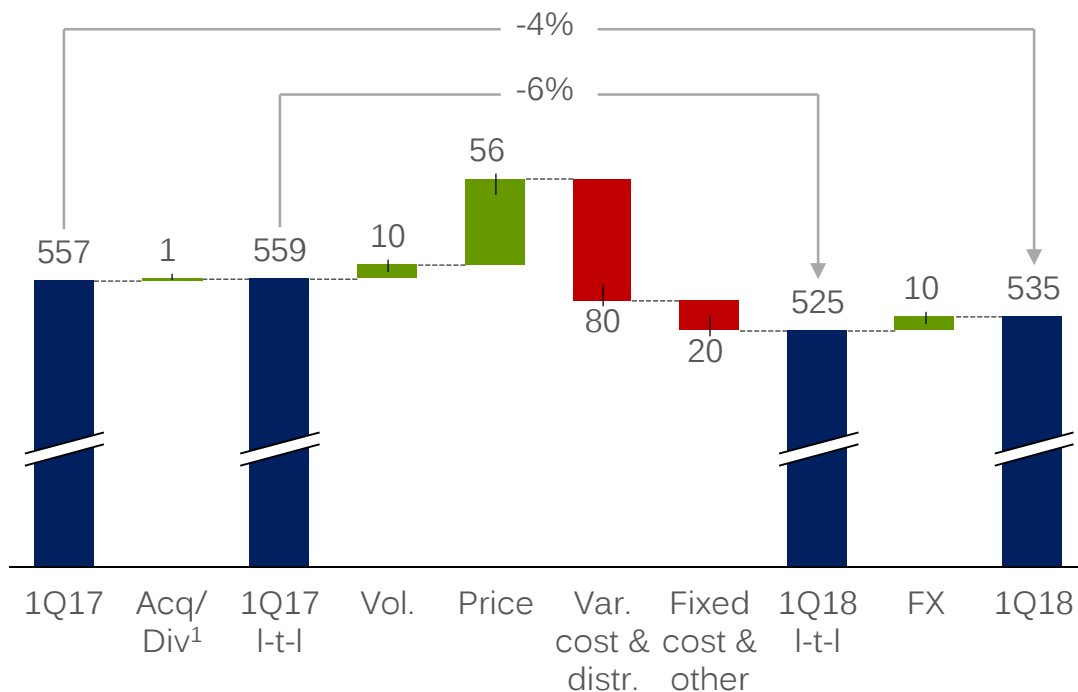
**Adverse weather conditions** in our Europe and U.S. operations **also affected** volumes and EBITDA generation during 1Q18; anticipate most of pent-up demand to be recovered during rest of 2018

**Higher energy prices continued to impact** cost structure during quarter; expect increase in energy prices to moderate during rest of year

# On a like-to-like basis, operating EBITDA declined 6%



EBITDA variation



Consolidated daily volumes for cement and ready-mix increased by 3% and 1%, respectively, on a like-to-like basis while daily aggregates volumes remained flat

Higher consolidated prices for our three core products on a year-over-year and on a sequential basis; cement, ready-mix and aggregates prices increased by 1%, 4% and 2%, respectively, from 1Q17 levels in local-currency terms

Daily net sales increased by 4%, while daily operating EBITDA declined by 4%, on a like-to-like basis

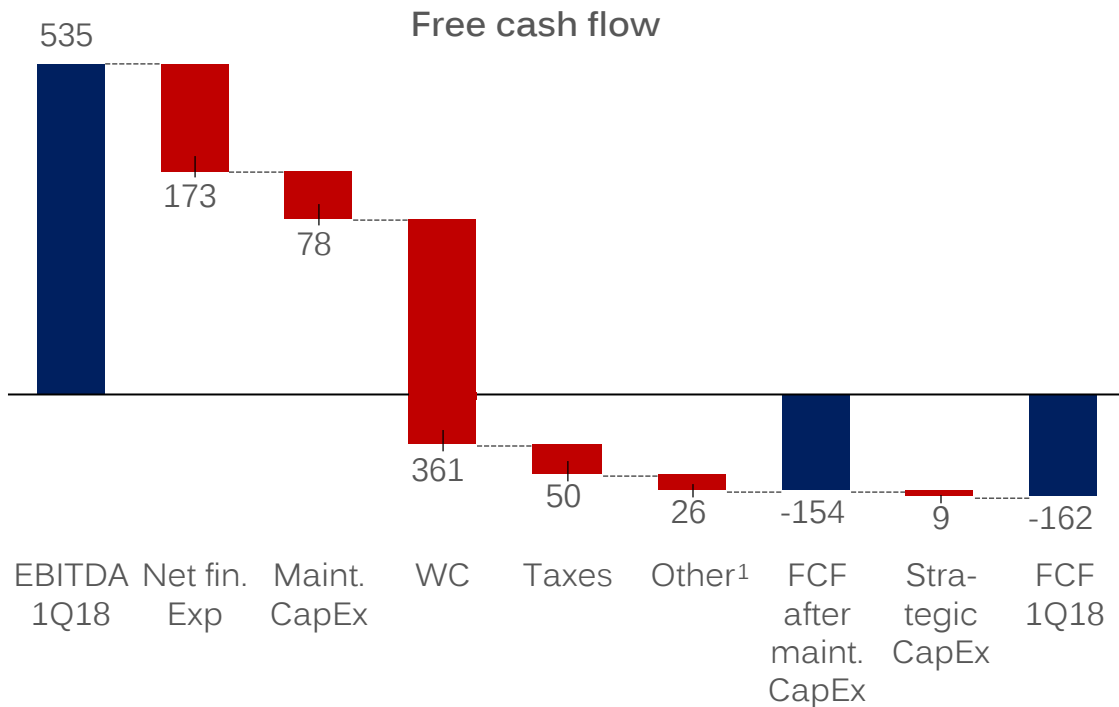
Operating EBITDA mainly affected by seasonal effects and higher energy costs

During 1Q18, operating EBITDA margin declined by 1.9pp

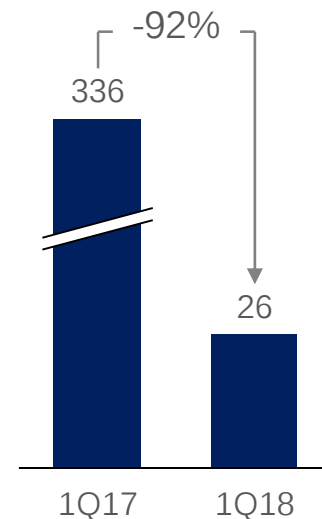
Millions of U.S. dollars

<sup>1</sup> Includes US\$4 million from Trinidad Cement Limited ("TCL") group, which CEMEX began consolidating starting February 2017, -US\$3 million from the Fairborn cement plant divestment, which closed in February 2017

# Free cash flow reflects increased seasonal working-capital requirements which should reverse during rest of the year



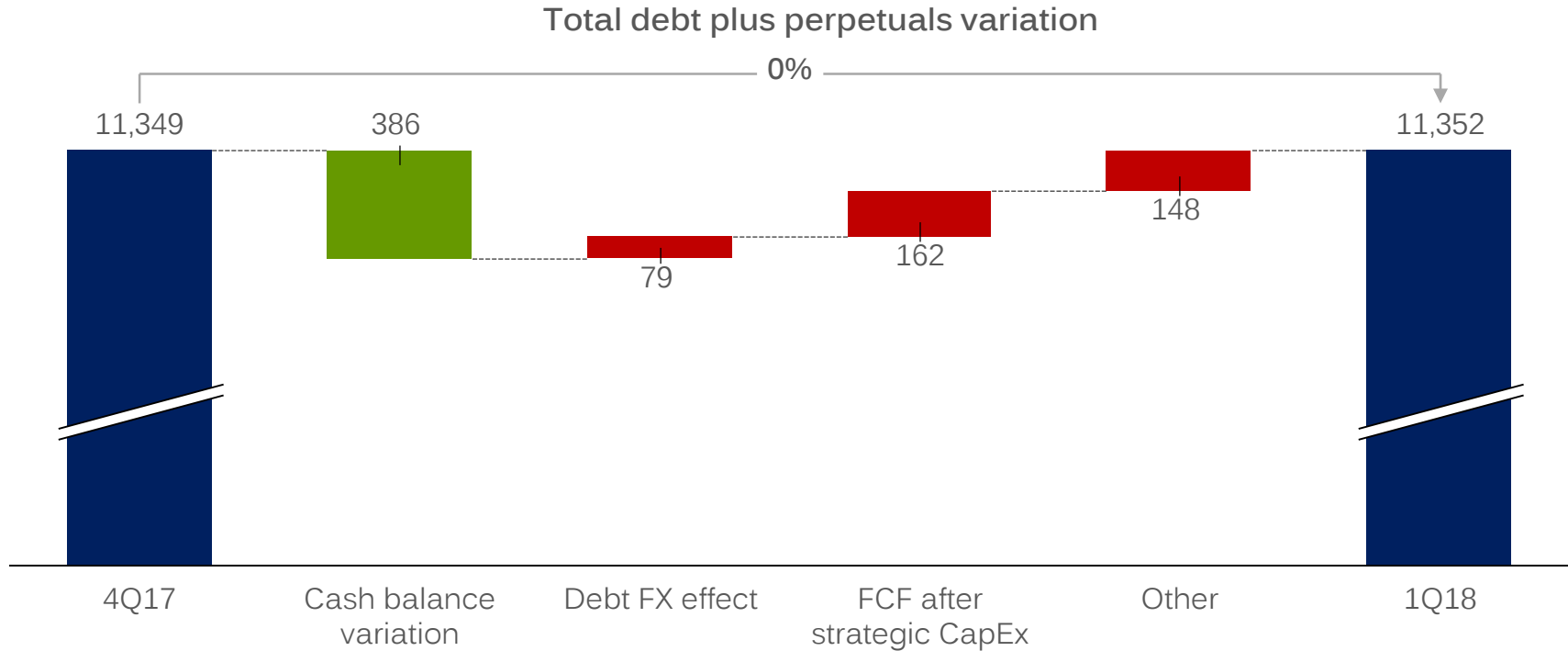
## Controlling interest net income



Millions of U.S. dollars

<sup>1</sup> Includes Other Cash Items plus Free Cash Flow Discontinued Operations

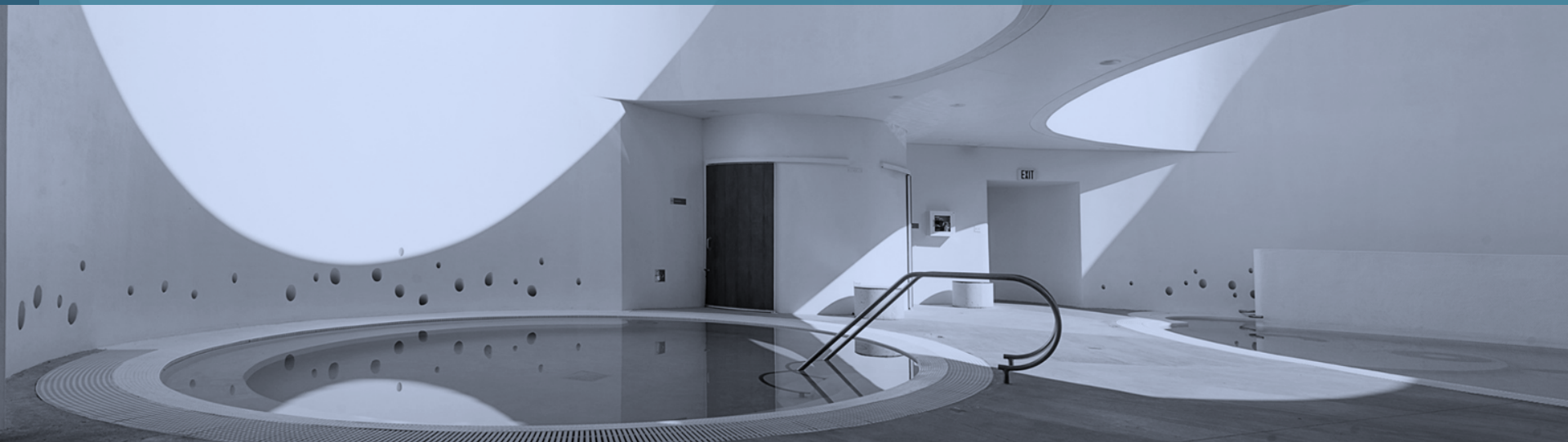
# Total debt plus perpetuals remained practically flat during the quarter



Millions of U.S. dollars

# First Quarter 2018

- Regional Highlights



*Therapeutic pools for the school La Esperanza, Puerto Rico*

	3M18	3M17	% var	I-t-I % var	1Q18	1Q17	% var	I-t-I % var
Net Sales	800	725	10%	3%	800	725	10%	3%
Op. EBITDA	299	267	12%	5%	299	267	12%	5%
as % net sales	37.3%	36.8%	0.5pp		37.3%	36.8%	0.5pp	

Millions of U.S. dollars

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
	Cement	(4%)	(4%)	(5%)
Volume	Ready mix	5%	5%	2%
	Aggregates	8%	8%	(4%)

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
	Cement	5%	5%	2%
Price (LC)	Ready mix	10%	10%	2%
	Aggregates	5%	5%	6%

**Operating EBITDA increased by 5%**, on a like-to-like basis during 1Q18, with a margin expansion of 0.5pp

**Daily ready-mix volume improvement** reflects favorable activity in formal housing

**Prices for our three core products increased** during the quarter both on a year-over-year and on a sequential basis

The **formal residential sector** was the main driver for cement consumption during 1Q18

The **self-construction sector** was sustained by sound economic indicators including remittances and solid job creation

The **industrial-and-commercial sector**, moderated its growth during 1Q18; however, it is expected to continue to be a driver for growth going forward



# United States



	3M18	3M17	% var	I-t-I % var	1Q18	1Q17	% var	I-t-I % var
Net Sales	856	815	5%	7%	856	815	5%	7%
Op. EBITDA	109	117	(6%)	(4%)	109	117	(6%)	(4%)
as % net sales	12.8%	14.4%	(1.6pp)		12.8%	14.4%	(1.6pp)	

Millions of U.S. dollars

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
	Cement	4%	4%	(4%)
Volume	Ready mix	8%	8%	1%
	Aggregates	5%	5%	(3%)

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
	Cement	2%	2%	(0%)
Price (LC)	Ready mix	1%	1%	1%
	Aggregates	4%	4%	4%

**Like-to-like EBITDA margin declined by 1.5 percentage points**, reflecting inventory costing-variation effect, higher maintenance, geographic and product mix, and energy costs

**Cement volumes increased 5% during the quarter** on a like-to-like basis, driven largely by growth in our western states

**Like-to-like cement, ready-mix and aggregates prices increased 3%, 1% and 4%**, respectively, on a year-over-year basis

**Residential activity was the main driver of demand** during the quarter; housing starts increased 8% year-over-year with both single and multi-family starts expanding

In the **industrial-and-commercial sector, construction spending increased 3%** year-to-date February, driven by lodging and commercial activity

# South, Central America and the Caribbean



	3M18	3M17	% var	I-t-I % var	1Q18	1Q17	% var	I-t-I % var
Net Sales	464	480	(3%)	(7%)	464	480	(3%)	(7%)
Op. EBITDA	105	133	(21%)	(23%)	105	133	(21%)	(23%)
as % net sales	22.6%	27.8%	(5.2pp)		22.6%	27.8%	(5.2pp)	

Millions of U.S. dollars

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Volume	Cement	(1%)	(1%)	(2%)
	Ready mix	(12%)	(12%)	(5%)
	Aggregates	(5%)	(5%)	(1%)

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Price (LC)	Cement	1%	1%	4%
	Ready mix	(1%)	(1%)	4%
	Aggregates	(6%)	(6%)	(2%)

Volume-weighted, local-currency average prices

On a like-to-like basis, **regional daily cement, ready-mix and aggregates volumes decreased by 4%, 10% and 5%**, respectively

**Our regional cement prices** in local-currency terms during the quarter **increased by 4%** on a sequential basis

In **Colombia**, daily cement volumes declined by 9% during 1Q18; sequential cement prices increased by 3%

In **Panama**, our daily cement and ready-mix volumes declined by 17% and 9%, respectively, during the quarter affected by high inventories of apartments and office buildings in Panama City as well as delays in the initiation of infrastructure projects

# Europe



	3M18	3M17	% var	I-t-I % var	1Q18	1Q17	% var	I-t-I % var
Net Sales	805	737	9%	(5%)	805	737	9%	(5%)
Op. EBITDA	15	32	(52%)	(55%)	15	32	(52%)	(55%)
as % net sales	1.9%	4.4%	(2.5pp)		1.9%	4.4%	(2.5pp)	

Millions of U.S. dollars

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Volume	Cement	(2%)	(2%)	(20%)
	Ready mix	(10%)	(10%)	(20%)
	Aggregates	(10%)	(10%)	(19%)

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Price (LC)	Cement	1%	1%	4%
	Ready mix	3%	3%	5%
	Aggregates	2%	2%	7%

Volume-weighted, local-currency average prices

Decrease in quarterly **regional volumes for our three core products** mainly due to adverse weather conditions in many of our markets; **regional prices for our three core products up** both sequentially and on a year-over-year basis

In the **UK**, daily volumes for domestic gray cement, ready-mix and aggregates decreased 3%, 9%, and 8%, respectively, mainly due to adverse weather conditions

In **Spain**, daily domestic gray cement and ready-mix volumes increased 5% and 14%, respectively, reflecting favorable demand from the residential and industrial-and-commercial sectors

In **Germany**, daily domestic gray cement volumes increased by 1%, while ready-mix and aggregates volumes declined by 10% and 16%, respectively, reflecting adverse weather conditions

In **Poland**, daily domestic gray cement and ready-mix volumes decreased 1% and 13%, respectively, due to a high comparison base in 1Q17 as well as adverse weather conditions

# Asia, Middle East and Africa



	3M18	3M17	% var	I-t-I % var	1Q18	1Q17	% var	I-t-I % var
Net Sales	375	326	15%	13%	375	326	15%	13%
Op. EBITDA	62	64	(3%)	(3%)	62	64	(3%)	(3%)
as % net sales	16.5%	19.6%	(3.1pp)		16.5%	19.6%	(3.1pp)	

Millions of U.S. dollars

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Volume	Cement	21%	21%	3%
	Ready mix	4%	4%	(4%)
	Aggregates	(2%)	(2%)	(7%)

		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Price (LC)	Cement	(1%)	(1%)	6%
	Ready mix	4%	4%	4%
	Aggregates	3%	3%	8%

Volume-weighted, local-currency average prices

**Increase in regional daily cement volumes of 24%** during the quarter reflecting double-digit growth in the Philippines and Egypt

**Increase in sequential regional prices** for our three core products in local-currency terms

In the **Philippines**, quarterly increase in volumes supported by increase in infrastructure activity, favorable weather conditions, and low base of comparison in 1Q17; sequential cement prices increased by 2% in local-currency terms

In **Egypt**, quarterly cement volumes reflect low base of comparison in 1Q17 and additional volumes sold in Lower Egypt; local-currency cement prices increased by 18% on a year-over-year basis

# First Quarter 2018

- 1Q18 Results



*Torre Reforma, Mexico*

# Operating EBITDA, cost of sales and operating expenses



	January - March				First Quarter			
	2018	2017	% var	I-t-I % var	2018	2017	% var	I-t-I % var
Net sales	3,381	3,142	8%	2%	3,381	3,142	8%	2%
Operating EBITDA	535	557	(4%)	(6%)	535	557	(4%)	(6%)
as % net sales	15.8%	17.7%	(1.9pp)		15.8%	17.7%	(1.9pp)	
Cost of sales	2,307	2,130	(8%)		2,307	2,130	(8%)	
as % net sales	68.2%	67.8%	(0.4pp)		68.2%	67.8%	(0.4pp)	
Operating expenses	742	661	(12%)		742	661	(12%)	
as % net sales	21.9%	21.0%	(0.9pp)		21.9%	21.0%	(0.9pp)	

Millions of U.S. dollars

**Operating EBITDA** during the quarter impacted by seasonal effects; remained flat on a year-over-year basis when adjusted for fewer business days and inventory effect

**Cost of sales**, as a percentage of net sales, increased by 0.4pp during the quarter mainly reflecting higher energy costs

**Operating expenses**, as a percentage of net sales, increased by 0.9pp during the quarter mainly driven by higher distribution expenses

# Free cash flow

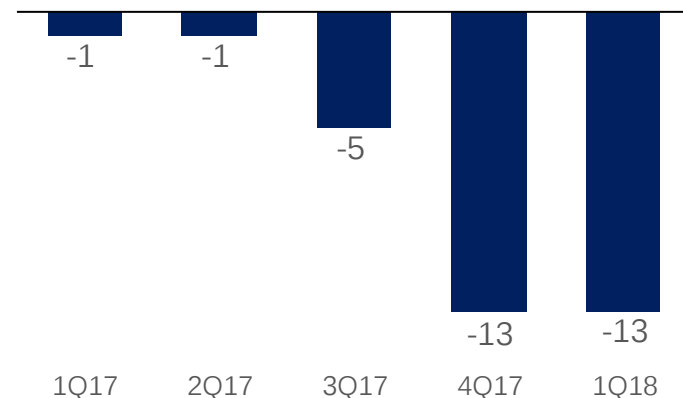


	January - March			First Quarter		
	2018	2017	% var	2018	2017	% var
Operating EBITDA	535	557	(4%)	535	557	(4%)
- Net Financial Expense	173	224		173	224	
- Maintenance Capex	78	58		78	58	
- Change in Working Capital	361	371		361	371	
- Taxes Paid	50	49		50	49	
- Other Cash Items (net)	26	12		26	12	
- Free Cash Flow Discontinued Operations	-	(5)		-	(5)	
<b>Free Cash Flow after Maintenance Capex</b>	<b>(154)</b>	<b>(152)</b>	<b>(1%)</b>	<b>(154)</b>	<b>(152)</b>	<b>(1%)</b>
- Strategic Capex	9	28		9	28	
<b>Free Cash Flow</b>	<b>(162)</b>	<b>(181)</b>	<b>10%</b>	<b>(162)</b>	<b>(181)</b>	<b>10%</b>

Millions of U.S. dollars

**Average working capital days** during 1Q18 **decreased to negative 13**, from negative 1 day in 1Q17

## Average working capital days



# Other income statement items during 1Q18



**Gain on financial instruments of US\$34 million** mainly resulting from derivatives related to CEMEX and GCC shares

**Foreign-exchange loss of US\$82 million** resulting primarily from 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

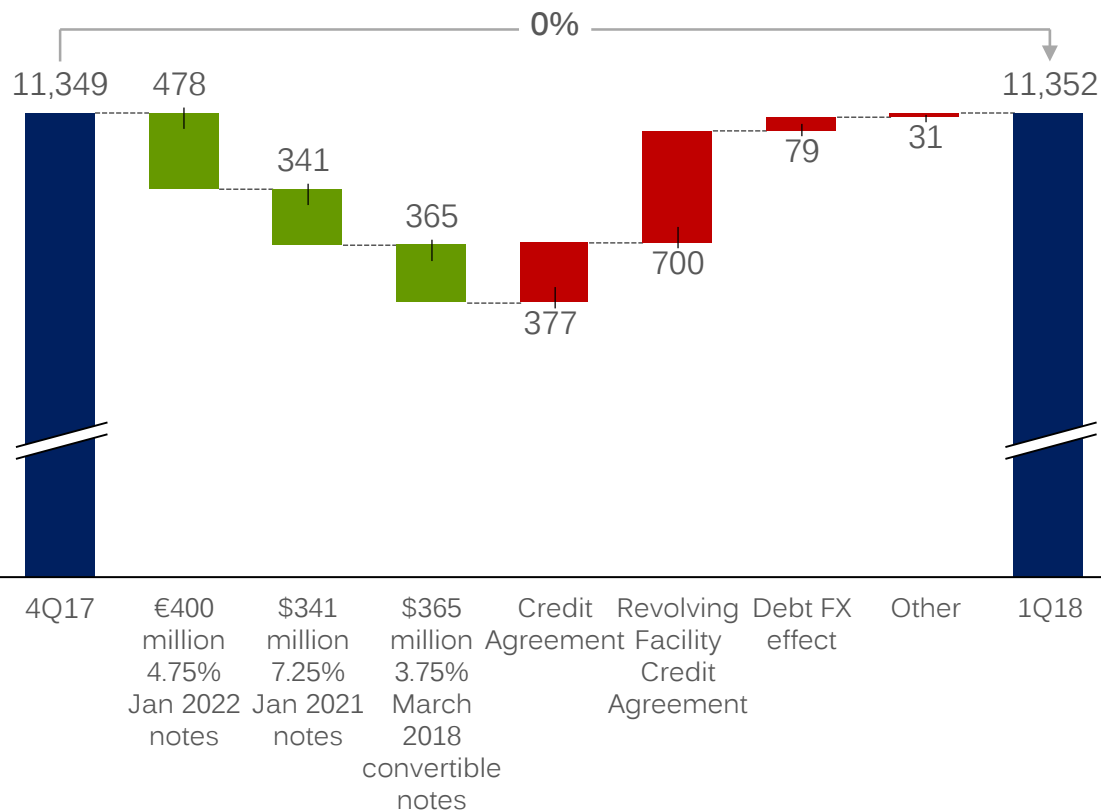
**Controlling interest net income of US\$26 million**, in 1Q18, versus an income of US\$336 million in 1Q17, the lower income mainly reflects lower operating earnings before other expenses, net, lower other income, net, a higher foreign exchange loss, higher income tax, a negative variation in discontinued operations and lower income from financial instruments, partially offset by lower financial expenses and lower non-controlling interest net income



# Debt-related information



Total debt plus perpetuals variation by security



**Redeemed €400 million**, the full outstanding aggregate principal amount of the 4.75% notes due in January 2022

**Redeemed US\$341 million**, the full outstanding aggregate principal amount of the 7.25% notes due in January 2021

**Repaid US\$365 million** the full outstanding aggregate principal amount of the 3.75% convertible notes due in March 2018 that did not convert

**Negative FX impact of debt of US\$79 million** during the quarter

**Fitch Ratings maintained CEMEX's positive rating outlook**, affirming its credit rating at 'BB-', on March 2018

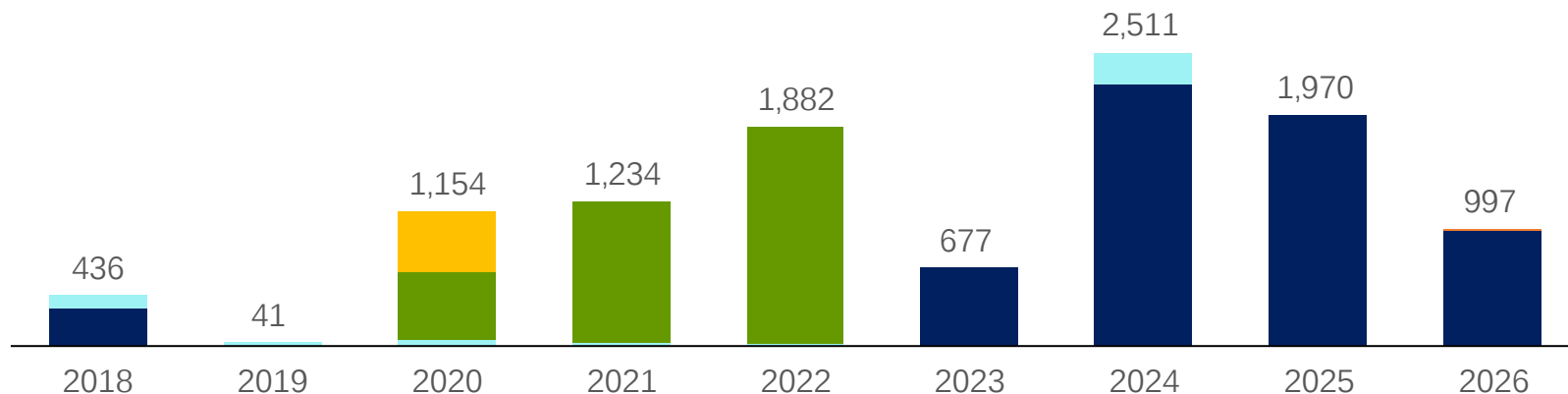
# CEMEX consolidated debt maturity profile



Total debt excluding perpetual notes as of March 31, 2018: US\$10,902 million

- Credit Agreement
- Other bank debt
- Fixed Income
- Convertible Subordinated Notes

Avg. life of debt: 5.1 years

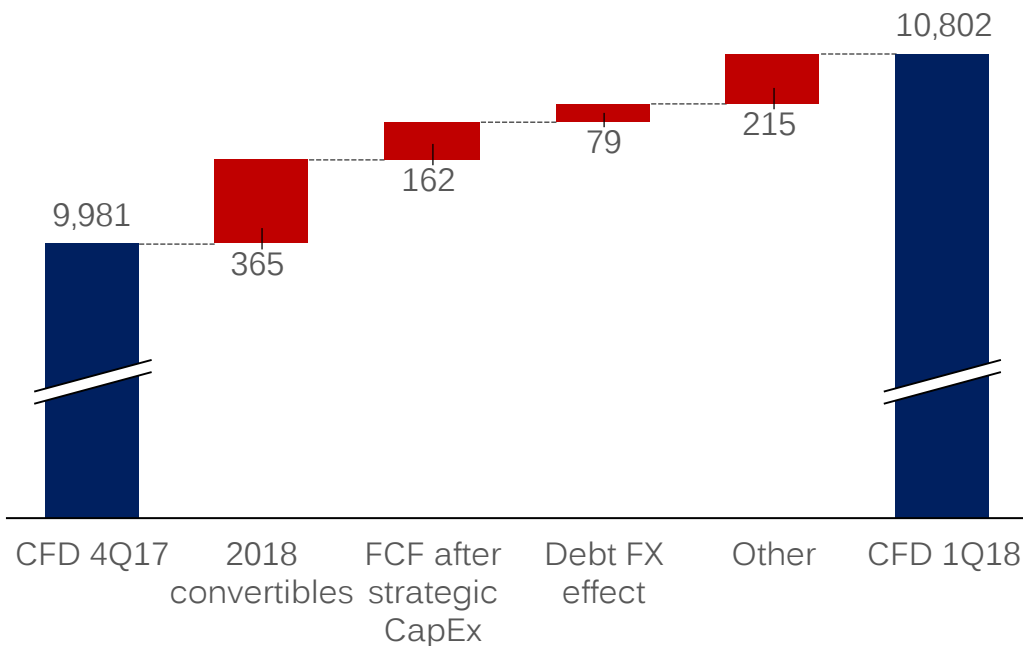


Millions of U.S. dollars

# While total debt plus perpetuals remained flat, Funded Debt under Credit Agreement increased in 1Q18



Consolidated Funded Debt<sup>1</sup> (CFD) variation



Leverage ratio as defined under our Credit Agreement reached 4.22x, from 3.85x in 4Q17, mainly due to increase in Consolidated Funded Debt

Convertible securities, because of their subordinated nature, are excluded from Consolidated Funded Debt

Consolidated Funded Debt also increased during 1Q18 due to seasonality of working capital needs and negative conversion effect of debt

	1Q18	4Q17
CFD <sup>1</sup>	10,802	9,981
LTM EBITDA <sup>1</sup>	2,562	2,593
Leverage	4.22x	3.85x

Millions of U.S. dollars

<sup>1</sup> Consolidated Funded Debt (CFD) and last-12-months EBITDA (LTM EBITDA) in accordance with our contractual obligations under the 2017 Credit Agreement

# First Quarter 2018

- 2018 Outlook



# 2018 guidance



<b>Consolidated volumes</b>	<b>Cement:</b> 2% to 3%
	<b>Ready mix:</b> 3% to 4%
	<b>Aggregates:</b> 1% to 2%
<b>Energy cost per ton of cement produced</b>	Increase of approximately 4% to 6%
<b>Capital expenditures</b>	US\$550 million Maintenance CapEx
	US\$250 million Strategic CapEx
	<b>US\$800 million Total CapEx</b>
<b>Investment in working capital</b>	US\$0 million
<b>Cash taxes</b>	US\$250 to 300 million
<b>Cost of debt<sup>1</sup></b>	Reduction of approximately US\$125 million

<sup>1</sup> Including perpetual and convertible securities

# First Quarter 2018

- Appendix



*Chase Center, USA*

# Consolidated volumes and prices



		3M18 vs. 3M17	1Q18 vs. 1Q17	1Q18 vs. 4Q17
Domestic gray cement	Volume (I-t-I <sup>1</sup> )	2%	2%	(6%)
	Price (USD)	5%	5%	4%
	Price (I-t-I <sup>1</sup> )	1%	1%	3%
Ready mix	Volume (I-t-I <sup>1</sup> )	(0%)	(0%)	(7%)
	Price (USD)	9%	9%	5%
	Price (I-t-I <sup>1</sup> )	4%	4%	3%
Aggregates	Volume (I-t-I <sup>1</sup> )	(2%)	(2%)	(10%)
	Price (USD)	9%	9%	7%
	Price (I-t-I <sup>1</sup> )	2%	2%	5%

<sup>1</sup> Like-to-like volumes adjusted for investments/divestments and, in the case of prices, foreign-exchange fluctuations

**Consolidated daily volumes for cement and ready mix increased by 3% and 1%, respectively,** on a like-to-like basis, while aggregates volumes remained flat

**During the quarter, higher year-over-year cement volumes** in the U.S. and AMEA region

**Quarterly increases in our consolidated prices** for our three core products, both sequentially and on a year-over-year basis

# Additional information on debt and perpetual notes



	First Quarter		% var	Fourth Quarter
	2018	2017		2017
Total debt <sup>1</sup>	10,902	12,164	(10%)	10,901
Short-term	4%	7%		12%
Long-term	96%	93%		88%
Perpetual notes	450	439	2%	448
Total debt plus perpetual notes	11,352	12,603	(10%)	11,349
Cash and cash equivalents	313	438	(29%)	699
Net debt plus perpetual notes	11,039	12,165	(9%)	10,650
Consolidated Funded Debt <sup>2</sup> (CFD)	10,802	11,258	(4%)	9,981
CFD / EBITDA <sup>3</sup>	4.22	4.07		3.85
Interest coverage <sup>3,4</sup>	3.85	3.30		3.46

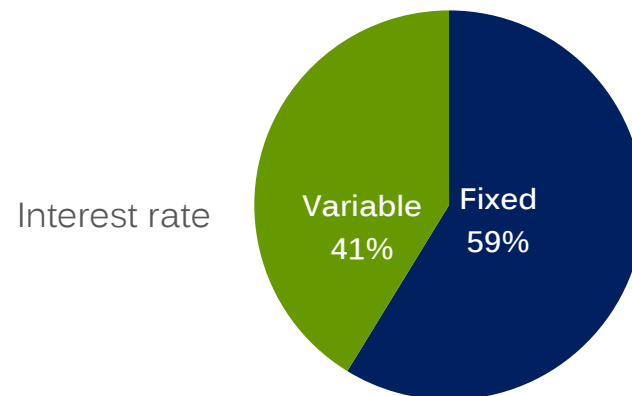
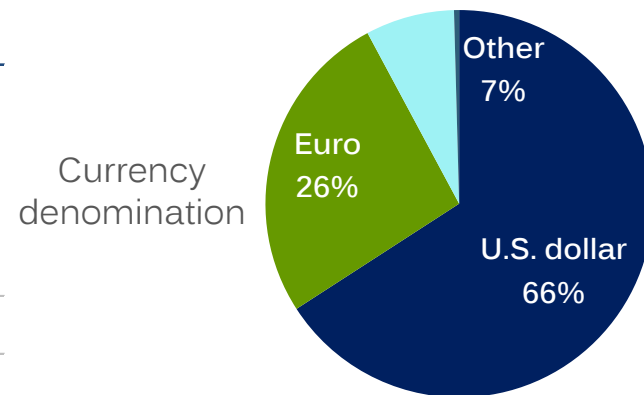
Millions of U.S. dollars

1 Includes convertible notes and capital leases, in accordance with International Financial Reporting Standard (IFRS)

2 Consolidated funded debt, in accordance with our contractual obligations under the 2017 Credit Agreement

3 EBITDA calculated in accordance with IFRS

4 Interest expense in accordance with our contractual obligations under the 2017 Credit Agreement





# Additional information on debt

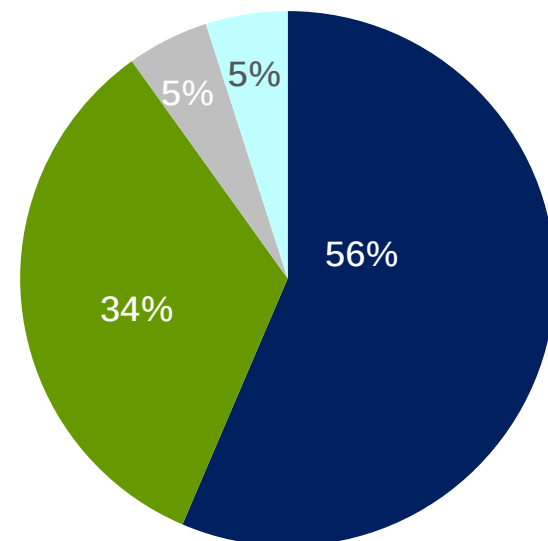


	First Quarter		Fourth Quarter	
	2018	% of total	2017	% of total
Fixed Income	6,203	57%	8,080	66%
2017 Credit Agreement	3,666	34%	2,192	18%
Convertible Subordinated Notes	509	5%	1,166	10%
Others	524	5%	726	6%
<b>Total Debt<sup>1</sup></b>	<b>10,902</b>		<b>12,164</b>	

Millions of U.S. dollars

<sup>1</sup> Includes convertible notes and capital leases, in accordance with IFRS

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



# 1Q18 volume and price summary: Selected countries



	Domestic gray cement 1Q18 vs. 1Q17			Ready mix 1Q18 vs. 1Q17			Aggregates 1Q18 vs. 1Q17		
	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)	Volumes	Prices (USD)	Prices (LC)
Mexico	(4%)	12%	5%	5%	17%	10%	8%	12%	5%
U.S.	4%	2%	2%	8%	1%	1%	5%	4%	4%
Colombia	(11%)	(2%)	(5%)	(16%)	2%	(1%)	(16%)	(1%)	(4%)
Panama	(18%)	(0%)	(0%)	(10%)	(6%)	(6%)	4%	(5%)	(5%)
Costa Rica	5%	0%	1%	11%	(3%)	(2%)	31%	(29%)	(28%)
UK	(4%)	10%	(2%)	(10%)	12%	(0%)	(9%)	14%	1%
Spain	3%	18%	2%	12%	20%	4%	(4%)	23%	6%
Germany	(1%)	17%	1%	(11%)	22%	6%	(17%)	14%	(1%)
Poland	(2%)	23%	4%	(14%)	29%	9%	6%	7%	(9%)
France	N/A	N/A	N/A	(11%)	20%	3%	(9%)	19%	3%
Philippines	16%	(8%)	(5%)	N/A	N/A	N/A	N/A	N/A	N/A
Egypt	31%	18%	18%	(10%)	23%	24%	(26%)	29%	30%

# 2018 expected outlook: Selected countries



	Domestic gray cement Volumes	Ready mix Volumes	Aggregates Volumes
Consolidated <sup>1</sup>	2% - 3%	3% - 4%	1% - 2%
Mexico	2% - 3%	4% - 5%	4% - 5%
United States <sup>1</sup>	2% - 4%	2% - 4%	2% - 4%
Colombia	(2%) - 0%	(1%) - 1%	0% - 1%
Panama	(4%) - 0%	5% - 7%	6% - 8%
Costa Rica	2% - 4%	(2%) - 0%	5% - 7%
UK	(1%) - 1%	(1%) - 1%	(1%) - 1%
Spain	4% - 6%	4% - 6%	4% - 6%
Germany	1% - 2%	1% - 2%	0% - 2%
Poland	3% - 5%	2% - 3%	0% - 1%
France	N/A	0% - 2%	0% - 2%
Philippines	8% - 12%	N/A	N/A
Egypt	(10%) - (5%)	(7%) - (5%)	N/A

<sup>1</sup> On a like-to-like basis for the ongoing operations

# Definitions



<b>3M18 / 3M17</b>	Results for the first three months of the years 2018 and 2017, respectively
<b>AMEA</b>	Asia, Middle East and Africa
<b>Cement</b>	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)
<b>Cement kiln operational efficiency</b>	Volume produced/available capacity, available capacity = nominal capacity x (total hours – downtime due to external causes)
<b>LC</b>	Local currency
<b>I-t-I % var</b>	Like-to-like percentage variations adjusted for investments/divestments and currency fluctuations
<b>Maintenance capital expenditures</b>	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
<b>Operating EBITDA</b>	Operating earnings before other expenses, net plus depreciation and operating amortization
<b>pp</b>	Percentage points
<b>Prices</b>	All references to pricing initiatives, price increases or decreases, refer to our prices for our products
<b>SCAC</b>	South, Central America and the Caribbean
<b>Strategic capital expenditures</b>	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
<b>% var</b>	Percentage variation

# Contact information



## Investor Relations

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In the **United States**

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In **Mexico**

+52 81 8888 4292

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## Stock Information

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NYSE (ADS):

**CX**

Mexican Stock Exchange:

**CEMEXCPO**

Ratio of CEMEXCPO to CX:

**10 to 1**