





# SECURITIES AND EXCHANGE COMMISSION

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Company Name

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Industry Classification Financial Holding Company Activities

Company Type

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# **COVER SHEET**

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### SECURITIES AND EXCHANGE COMMISSION

### SEC FORM 17-C

#### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

| 4   | 24 July 2040  |   |     |
|-----|---|---|-----|
| 1.  | 26 July 2019 Date of Report (Date of earliest event report)                           | rted)   |     |
| 2.  | SEC Identification Number CS201518815   | 3. BIR Tax Identification No. 009-133-917-00                                | 00  |
| 4.  | CEMEX HOLDINGS PHILIPPINES, INC.<br>Exact name of issuer as specified in its char     | rter  |     |
| 5.  | Metro Manila, Philippines   | 6. (SEC Use Only)   |     |
|     | Province, country or other jurisdiction of incorporation                              | Industry Classification Code:   |     |
| 7.  | 34 <sup>th</sup> Floor Petron Mega Plaza Building, 358<br>Address of principal office | Sen. Gil J. Puyat Avenue, Makati City 1200<br>Postal Code                   | )   |
| 8.  | +632 849-3600<br>Issuer's telephone number, including area co                         | ode   |     |
| 9.  | N/A Former name or former address, if changed   | I since last report   |     |
|     | Tornici name or former address, it changed  | isince tast report  |     |
| 10. | Securities registered pursuant to Sections 8  | and 12 of the SRC or Sections 4 and 8 of the                                | RSA |
|     | Title of Each Class   | Number of Shares of Common Stock<br>Outstanding and Amount of Debt Outstand | ing |
|     | Common Shares   | 5,195,395,454   | ./  |
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11. Indicate the item numbers reported herein: Item 9 - Other Events

CEMEX HOLDINGS PHILIPPINES, INC. ("CHP") released its briefing materials (attached) for the conference call and webcast presentation on 26 July 2019 to discuss its 2<sup>nd</sup> Quarter 2019 results. These materials were posted prior to the conference call/webcast on edge.pse.com.ph and CHP's website - www.cemexholdingsphilippines.com.

CHP also issued its Press Release dated 26 July 2019 announcing its financial and operating highlights for the 2<sup>nd</sup> Quarter 2019 (also attached).

#### **SIGNATURES**

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

CEMEX HOLDINGS PHILIPPINES, INC. Issuer

26 July 2019 Date

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Compliance Officer

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### CHP SALES GROWS 4% DURING THE FIRST SIX MONTHS OF 2019

 Sales increased by 4% year-over-year during the first half of the year, amounting to PHP 12.4 billion.

MANILA, PHILIPPINES. JULY 26, 2019 – CEMEX HOLDINGS PHILIPPINES, INC. ("CHP") (PSE: CHP), announced today that sales increased by 4% during the first six months of 2019, to PHP 12.4 billion, versus the comparable period in 2018. Sales increased by 2% year-over-year in the second quarter, reaching PHP 6.1 billion.

Domestic cement volumes for the second quarter was 2% lower year-over-year, and 3% lower than the previous quarter. The result reflects a slowdown in construction related to the delayed approval of the national budget and restrictions on building activity surrounding the mid-term elections. Volumes were also affected by Holy Week and election holidays. Adjusting for this impact, average daily sales volumes increased by 3% year-over-year during the quarter.

The company remains positive on industry outlook, as it expects cement demand to increase by 8-12% for the rest of 2019. CHP expects its domestic cement volumes to grow in line with demand for the same period.

Cost of sales during the first six months of 2019 increased by 6% year-over-year, slightly above the growth in sales during the first half. As a percentage of sales, cost of sales was at 59%.

Operating expenses, as a percentage of sales, were lower by 4 percentage points year-overyear during the first half, with the reduction coming from the distribution side. For full year 2019, the company is targeting to lower distribution expenses, as a percentage of sales, by 1 to 2 percentage points.

CHP posted an operating EBITDA of PHP 2.37 billion during the first six months of the year.

Ignacio Mijares, CHP President and CEO, said: "During the first six months of 2019, we faced challenging operational and market circumstances. Nevertheless, we concentrated our efforts on the variables within our control, and we are proud of the progress we have achieved during the first half of 2019. We believe that this moderation in construction activity is temporary as solid macroeconomic fundamentals and the government's drive to build infrastructure will support growth in the second half of the year."

Regarding the company's plans to raise equity capital, CHP's management continues to believe that an increase in the authorized capital stock, followed by a potential equity raising transaction, is the best option for CHP to improve its capital structure, provide balance sheet flexibility, and fund the ongoing Solid Cement Plant expansion.

"As private and public construction activity is expected to pick up, I look forward to the second half of the year as we continue to focus on delivering on our commitments and providing value for all our stakeholders," Mr. Mijares added.

CHP, a listed company at the Philippine Stock Exchange, is one of the leading cement producers in the Philippines, based on annual installed capacity. CHP produces and markets cement and cement products, such as ready-mix concrete and clinker, in the Philippines through direct sales using its extensive marine and land distribution network. Moreover, CHP's cement manufacturing subsidiaries have been operating in the Philippines with well-established brands, such as "APO," "Island," and "Rizal," all having a multi-decade history in the country.

CHP is an indirect subsidiary of CEMEX, S.A.B. de C.V., one of the largest cement companies in the world based on annual installed cement production capacity. The shares of CEMEX, S.A.B. de C.V. are listed on the Mexican Stock Exchange and the New York Stock Exchange.

For more information on CHP, please visit website: www.cemexholdingsphilippines.com.

###

This press release may contain 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 CHP 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 CHP 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. CHP assumes no obligation to update or correct the information contained in this press release.





This presentation contains forward-looking statements. In some cases, these statements can be identified by the use of forward-looking words such as "may," "should," "could," "anticipate," "estimate," "expect," "plan," "believe," "predict," "potential" and "intend" or other similar words. These forward-looking statements reflect current expectations and projections about future events of CEMEX Holdings Philippines, Inc. ("CHP") based on CHP's knowledge of present facts and circumstances and assumptions about future events. These statements necessarily involve risks and uncertainties that could cause actual results to differ materially from CHP'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 CHP or its subsidiaries, include, but are not limited to, the cyclical activity of the construction sector; CHP's exposure to other sectors that impact CHP's business, such as the energy sector; competition; general political, economic and business conditions in the markets in which CHP operates; the regulatory environment, including environmental, tax, antitrust and acquisition-related rules and regulations; CHP's ability to satisfy its debt obligations and the ability of CEMEX, S.A.B. de C.V. ("CEMEX"), the ultimate parent company of the major shareholder of CHP, 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; the impact of CEMEX's below investment grade debt rating on CHP's and CEMEX's cost of capital; CEMEX's ability to consummate asset sales and fully integrate newly acquired businesses; achieve cost-savings from CHP's cost-reduction initiatives and implement CHP's pricing initiatives for CHP's products; the increasing reliance on information technology infrastructure for CHP's 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 subjected to cyber-attacks; weather conditions; natural disasters and other unforeseen events; and the other risks and uncertainties described in CHP's public filings. Readers are urged to read these presentations and carefully consider the risks, uncertainties and other factors that affect CHP's business. The information contained in these presentations is subject to change without notice, and CHP 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 CHP's prices for products sold or distributed by CHP or its subsidiaries.

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# 2019 Updates



✓ Major works for Solid Cement new line expansion to start in 2019



Various civil works already being undertaken by main project contractor

✓ Implement new supply chain initiatives to lower distribution cost as a percentage to sales by 1 to 2 pp



Achieved **4 pp reduction** year-over-year in the first six months of the year

 ✓ Further increase in cement production via lower clinker utilization



**3 pp lower** clinker utilization in the first half compared to full year 2018

✓ Shift in coal mix for greater cost efficiency



Full shift to new lower-grade coal mix in the second half. Utilized remaining hedged coal inventory during 2Q19.

# **Domestic Cement Volumes and Prices**



|          |             | 6M19 vs.<br>6M18 | 2Q19 vs.<br>2Q18 | 2Q19 vs.<br>1Q19 |
|----------|-------------|------------------|------------------|------------------|
| Domestic | Volume      | (2%)             | (2%)             | (3%)             |
| Cement   | Price (PHP) | 6%               | 5%               | 1%               |

**Domestic cement volumes** decreased by 2% year-over-year during the second quarter.

- Performance reflects a slowdown in construction activity related to the delayed approval of the national budget and mid-term elections held in May. Sales also affected by Holy Week and election holidays.
- Adjusting for holidays, average daily sales volumes increased by 3% year-over-year during the quarter.
- Demand mainly supported by growth in the non-residential sector driven by continued activity from business-processoutsourcing firms and offshore-gaming operations.

On a year-to-date basis, domestic cement volumes also decreased by 2% compared with the same period last year.

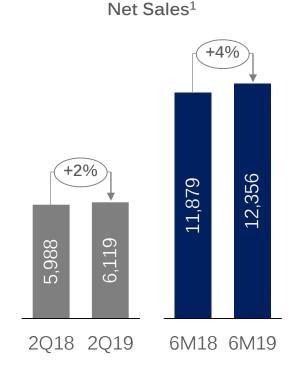
**Domestic cement prices** were 5% higher year-over-year during the second quarter, a result of price adjustments implemented in 2018.

Sequentially, domestic cement prices were 1% higher, reflecting changes in regional and product mix.

# **Net Sales**



**Net sales** increased year-over-year by 2% during the second quarter and by 4% during the first six months of the year.



<sup>1</sup> Millions of Philippine Pesos

### **Private Sector**

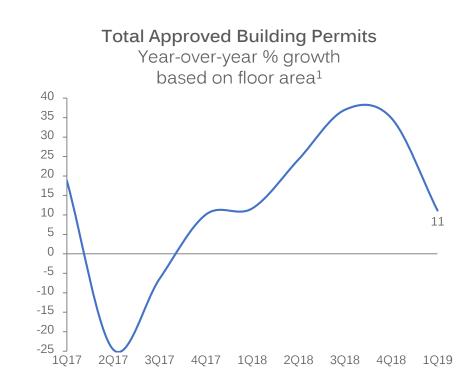


**Construction employment** increased by 5% year-over-year in 2Q19, slower than the 13% growth in 1Q19 but marking an all-time high at 4.2 million persons.

The **residential sector was stable** during the quarter, but is expected to grow during the rest of the year given favorable macroeconomic conditions such as easing inflation, lower borrowing rates, and higher remittances.

The **non-residential sector** continues to be driven by activity from the outsourcing industry, requirements for flexible office spaces, and operations by offshore gaming firms.

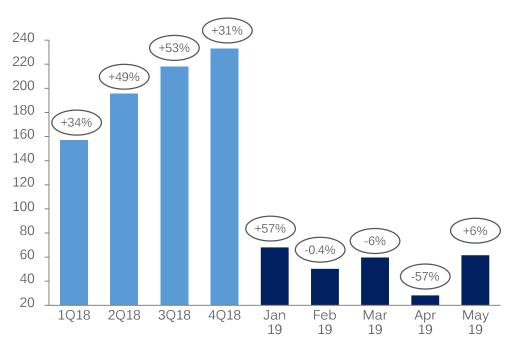
More activity is expected in the second half of the year as the government rolls out infrastructure projects that target to improve linkages creating an attractive environment for private investment.



# **Public Sector**



# Disbursements on Infrastructure and Capital Outlays (in PHP billion)<sup>1</sup>



Disbursements on Infrastructure and Capital Outlays slowed down from February to April and gently picked up in May, growing mid single-digits, to net a year-to-date decrease in infrastructure spending by 5% year-over-year.

Disbursements are showing signs of improvement with the government trying to catch up on its spending targets, as moderate spending in the first few months of the year was a result of delays in the budget approval and temporary ban in construction activity related to the mid-term elections held in May.

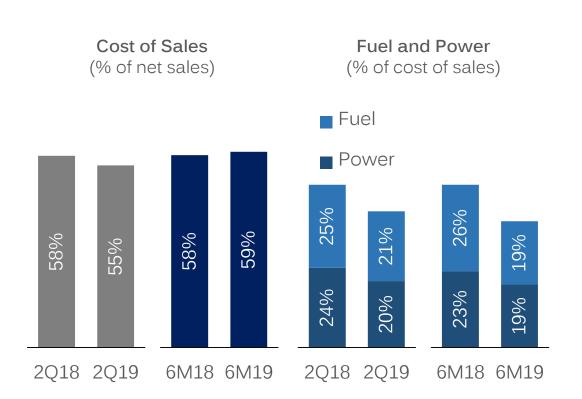
Public spending is expected to stabilize in the second half of the year as the government takes actions to expedite the execution of projects related to the "Build, Build, Build" program, including the implementation of a 24/7 work schedule and accelerating administrative processes.

<sup>%</sup> Refers to year-over-year growth

<sup>&</sup>lt;sup>1</sup> Source: Department of Budget and Management

# Cost of Sales





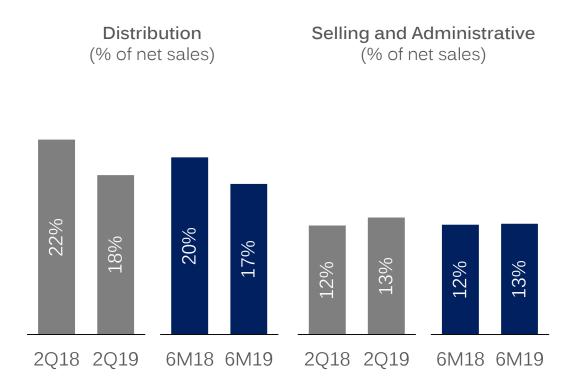
Cost of sales during 6M19 increased by 6% year-over-year, slightly above the growth in sales during the first half. As a percentage of sales, cost of sales was at 59%.

On a unitary basis, **fuel costs** and **power costs** grew mid-single-digits as the use of remaining carry-over hedged coal inventory and more competitive contracted power rates helped mitigate cost increases.

Cost of sales, as a percentage of sales, was 3 pp lower year-over-year in **2Q19** due to timing differences in the charging of APO Cement Plant's scheduled kiln maintenance expenses.

# **Operating Expenses**





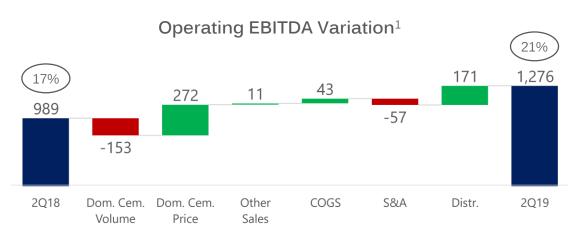
**Distribution expenses**, as a percentage of sales, decreased by 4\* pp year-over-year for the first six months of the year mainly due to higher sales from cement imports, and supply-chain-optimization initiatives.

**Selling and administrative expenses**, as a percentage of sales, were flat\* year-over-year for the first six months of the year.

\* Difference due to rounding

# Operating EBITDA and Operating EBITDA Margin





**Second quarter** operating EBITDA increased by 29% year-over-year with an operating EBITDA margin of 21%.

**Year-to-date**, operating EBITDA increased by 18% year-over-year with an operating EBITDA margin of 19%.



### Net Income



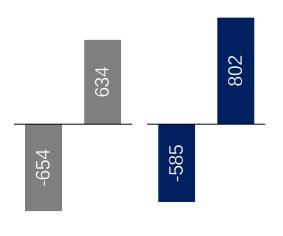
**Net income** for first six months of the year benefited mainly from foreign exchange gains and lower income tax expenses.

Higher **financial expenses** due to increases in benchmark rates and debt level.

**Foreign exchange gains** were realized due to the appreciation of the Philippine Peso<sup>2</sup> during the first six months of the year.

|                                       | Se    | cond Quar | ter   | J     | anuary - Jun | е     |
|---------------------------------------|-------|-----------|-------|-------|--------------|-------|
| (In Millions of Philippine Pesos)     | 2019  | 2018      | % var | 2019  | 2018         | % var |
| Operating earnings                    | 836   | 513       | 63%   | 1,467 | 1,108        | 32%   |
| Financial expenses, net               | (360) | (278)     | (29%) | (715) | (527)        | (36%) |
| Foreign exchange gain (loss), net     | 292   | (187)     | N/A   | 274   | (474)        | N/A   |
| Net income (loss) before income taxes | 768   | 48        | 1498% | 1,027 | 107          | 862%  |
| Income tax benefit (expenses)         | (135) | (702)     | 81%   | (225) | (692)        | 68%   |
| Consolidated net income (loss)        | 634   | (654)     | N/A   | 802   | (585)        | N/A   |





2Q18 2Q19 6M18 6M19

<sup>&</sup>lt;sup>1</sup> Millions of Philippine Pesos

<sup>&</sup>lt;sup>2</sup> PHP/US\$ 51.97 in 6M19 vs PHP/US\$ 52.19 in 6M18



# Free Cash Flow



|   | Janua | ry - June |       | Sec   | ond Qua | ırter |
|---|-------|-----------|-------|-------|---------|-------|
|   | 2019  | 2018      | % var | 2019  | 2018    | % var |
| Operating EBITDA                          | 2,372 | 2,010     | 18%   | 1,276 | 989     | 29%   |
| - Net Financial Expenses                  | 715   | 527       |       | 360   | 278     |       |
| - Maintenance Capex                       | 358   | 362       |       | 268   | 283     |       |
| - Change in Working Capital               | (558) | (747)     |       | (274) | (481)   |       |
| - Income Taxes Paid                       | 180   | 243       |       | 88    | 139     |       |
| - Other Cash Items (net)                  | (10)  | (14)      |       | (4)   | (12)    |       |
| Free Cash Flow after<br>Maintenance Capex | 1,687 | 1,639     | 3%    | 839   | 782     | 7%    |
| - Strategic Capex                         | 399   | 184       |       | 334   | 70      |       |
| Free Cash Flow                            | 1,288 | 1,455     | (11%) | 505   | 712     | (29%) |

Free cash flow during the first six months reached PHP 1.7 billion after maintenance CAPEX and PHP 1.3 billion after strategic CAPEX.

Millions of Philippine Pesos

# **Solid Plant Capacity Expansion**





Various civil works already being undertaken by main project contractor, CBMI Construction Co., Ltd of China, including site preparation, main platform cutting & levelling, excavations, and construction of ancillary services.

Preparatory activities underway, in connection with the construction of a new power line to **support existing power infrastructure** servicing Solid Plant.

New line expected to **start operations** in the second quarter of 2021.

# 2019 Guidance



| Cement volumes       | 3-5%  |  |
|----------------------|---|--|
| Capital expenditures | PHP 975 million<br>PHP 6,000 million<br>PHP 6,975 million | Maintenance CAPEX Solid Cement Plant Expansion CAPEX Total CAPEX |

# Update regarding increase in Authorized Capital Stock / CEMEX | HOLDINGS PHILIPPINES

- CHP's management continues to believe that an equity capital increase of up to US\$ 250 million is the
  best option for CHP to improve its capital structure, provide balance sheet flexibility, and fund the
  ongoing Solid Cement Plant expansion. CHP continues to undertake activities with the objective of
  completing this capital increase.
- CHP also highlights that any transaction would be fair, transparent and equitable to all shareholders.
- All relevant approvals will be sought and appropriate disclosures would be made to the Securities and Exchange Commission, Philippine Stock Exchange and the public in accordance with regulatory requirements.





# **Debt-related Information**



In the second quarter of 2019, CHP reached an agreement with BDO Unibank, Inc. ("BDO") to **amend** the BDO Facility Agreement dated February 1, 2017, as from time to time amended and/or supplemented (the "Facility Agreement"), mainly to:

- (i) conform the Facility Agreement with certain changes required due to PFRS16 entering into effect,
- (ii) exclude from certain financial covenants in the Facility Agreement any principal and interest from certain subordinated loans and advances incurred in relation with the new cement line being built by Solid Cement Corp. that have been made or are to be made to CHP and its subsidiaries by any subsidiary of CEMEX, S.A.B. de C.V. ("CEMEX"), and
- (iii) allow for certain loans taken by CHP and its subsidiaries with any CEMEX subsidiary to be paid with proceeds from any equity fundraising activity of CHP without having to pay a prepayment fee to BDO under the Facility Agreement.

The amendment agreement does not increase the debt level, maturity date or interest cost under the Facility Agreement.

# **Debt Information**





<sup>&</sup>lt;sup>1</sup> Millions of Philippine Pesos

<sup>&</sup>lt;sup>2</sup> Pertains to loans with CEMEX Asia B.V.

<sup>&</sup>lt;sup>3</sup> Last 12 months Consolidated EBITDA

# **Definitions**

Strategic capital

expenditures

statements



6M19 / 6M18 Results for the first six months of the years 2019 and 2018, respectively

PHP Philippine Pesos

Pp Percentage points

**Prices** All references to pricing initiatives, price increases or decreases, refer to our prices for our products.

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

Free Cash Flow 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 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 requisitions or company policies.

which are projects required to comply with governmental regulations or company policies, 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.

Change in Working capital in the Free cash flow The

**Net Debt** Total debt minus cash and cash equivalents.

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# **Contact Information**



**Investor Relations** 

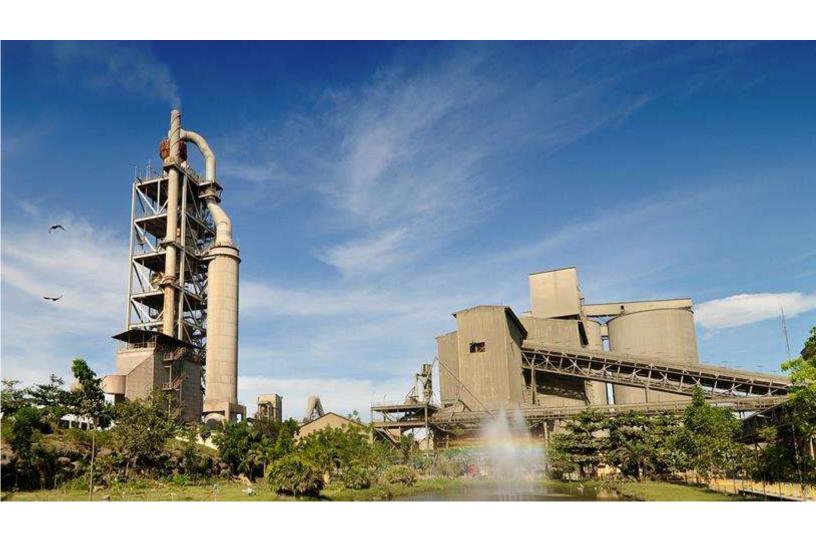
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Stock Information

PSE:

CHP





2019

### **SECOND QUARTER RESULTS**

#### Stock Listing Information

Philippine Stock Exchange Ticker: CHP

#### Investor Relations

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### Operating and Financial Highlights



|   |        | January - June |       | S      | econd Quarter |       |
|---|--------|----------------|-------|--------|---------------|-------|
|   | 2019   | 2018           | % var | 2019   | 2018          | % var |
| Net sales   | 12,356 | 11,879         | 4%    | 6,119  | 5,988         | 2%    |
| Gross profit  | 5,081  | 4,996          | 2%    | 2,768  | 2,531         | 9%    |
| as % of net sales                                     | 41%    | 42%            | (1pp) | 45%    | 42%           | 3рр   |
| Operating earnings before other expenses, net         | 1,457  | 1,094          | 33%   | 832    | 501           | 66%   |
| as % of net sales                                     | 12%    | 9%             | 3рр   | 14%    | 8%            | 5рр   |
| Controlling Interest Net Income (Loss)                | 802    | (585)          | N/A   | 634    | (654)         | N/A   |
| Operating EBITDA                                      | 2,372  | 2,010          | 18%   | 1,276  | 989           | 29%   |
| as % of net sales                                     | 19%    | 17%            | 2pp   | 21%    | 17%           | 4pp   |
| Free cash flow after maintenance capital expenditures | 1,687  | 1,639          | 3%    | 839    | 782           | 7%    |
| Free cash flow  | 1,288  | 1,455          | (11%) | 505    | 712           | (29%) |
| Net debt <sup>1</sup>                                 | 14,775 | 12,836         | 15%   | 14,775 | 12,836        | 15%   |
| Total debt <sup>1</sup>                               | 19,050 | 15,300         | 25%   | 19,050 | 15,300        | 25%   |
| Earnings per share <sup>2</sup>                       | 0.15   | (0.11)         | N/A   | 0.12   | (0.13)        | N/A   |

In millions of Philippine Pesos, except percentages and earnings per share

**Net sales** increased by 2% year-over-year during the quarter due to higher prices, a result of price adjustments implemented during 2018.

**Cost of sales** was at 55% of sales during the quarter versus 58% in the same period of 2018. The decline was due to timing differences in the charging of APO Cement Plant's scheduled kiln maintenance expenses.

**Operating expenses**, as a percentage of sales, during the quarter decreased by 2 pp compared to the same period in 2018.

Distribution expenses, as a percentage of sales, decreased by 3 pp year-over-year during the quarter, mainly due to supply-chain-optimization initiatives, and higher sales from cement imports carried over resulting from the Naga landslide incident.

Selling and administrative expenses, as a percentage of sales, increased by 1 pp year-over-year during the quarter, but stayed flat during the first six months of the year.

Operating EBITDA during the quarter increased by 29% year-over-year.

Operating EBITDA margin during the quarter was at 21%.

**Controlling interest net income** for the quarter was at PHP 634 million, benefitting mainly from foreign-exchange gains, and lower income tax expenses.

**Total debt** at the end of June 2019 stood at PHP 19,050 million, of which PHP 13,196 million pertained to long-term debt owed to BDO Unibank, Inc.

<sup>1</sup> U.S. dollar debt converted using end-of-period exchange rate. See Debt Information on page 4 and Exchange Rates on page 7 for more detail.

<sup>&</sup>lt;sup>2</sup> In Philippine Pesos

### **Operating Results**



| Domestic Gray Cement | January - June<br>2019 vs. 2018 | Second Quarter 2019 vs. 2018 | Second Quarter 2019 vs. First Quarter 2019 |
|----------------------|---------------------------------|------------------------------|--|
| Volume               | (2%)                            | (2%)                         | (3%)                                       |
| Price in PHP         | 6%                              | 5%                           | 1%   |

Our domestic cement volumes decreased by 2% year-over-year during the quarter, reflecting a slowdown in construction activity related to the delayed approval of the national budget and mid-term elections held in May. Sales were also affected by Holy Week and election holidays.

Adjusting for holidays, average daily sales volumes increased by 3% year-over-year during the quarter.

Demand was mainly supported by growth in the non-residential sector driven by continued activity from business-processoutsourcing firms and offshore-gaming operations.

Our domestic cement prices were 5% higher year-over-year during the quarter, a result of price adjustments implemented in 2018.

Sequentially, domestic cement prices were 1% higher, reflecting changes in regional and product mix.



### **Operating EBITDA and Free Cash Flow**

|   |       | January - June |       | S     | econd Quarter |       |
|---|-------|----------------|-------|-------|---------------|-------|
|   | 2019  | 2018           | % var | 2019  | 2018          | % var |
| Operating earnings before other expenses, net         | 1,457 | 1,094          | 33%   | 832   | 501           | 66%   |
| + Depreciation and operating amortization             | 915   | 917            |       | 443   | 488           |       |
| Operating EBITDA                                      | 2,372 | 2,010          | 18%   | 1,276 | 989           | 29%   |
| - Net financial expenses                              | 715   | 527            |       | 360   | 278           |       |
| - Maintenance capital expenditures                    | 358   | 362            |       | 268   | 283           |       |
| - Change in working capital                           | (558) | (747)          |       | (274) | (481)         |       |
| - Income taxes paid                                   | 180   | 243            |       | 88    | 139           |       |
| - Other cash items (net)                              | (10)  | (14)           |       | (4)   | (12)          |       |
| Free cash flow after maintenance capital expenditures | 1,687 | 1,639          | 3%    | 839   | 782           | 7%    |
| - Strategic capital expenditures                      | 399   | 184            |       | 334   | 70            |       |
| Free cash flow  | 1,288 | 1,455          | (11%) | 505   | 712           | (29%) |

In millions of Philippine Pesos

#### **Debt Information**

|                           | So     | econd Quarter |       | First Quarter |                       | Second Qu | arter |
|---------------------------|--------|---------------|-------|---------------|-----------------------|-----------|-------|
|                           | 2019   | 2018          | % var | 2019          |                       | 2019      | 2018  |
| Total debt <sup>1</sup>   | 19,050 | 15,300        | 25%   | 19,038        | Currency denomination |           |       |
| Short term                | 6%     | 3%            |       | 6%            | U.S. dollar           | 25%       | 3%    |
| Long term                 | 94%    | 97%           |       | 94%           | Philippine peso       | 75%       | 97%   |
| Cash and cash equivalents | 4,275  | 2,464         | 73%   | 3,885         | Interest rate         |           |       |
| Net debt                  | 14,775 | 12,836        | 15%   | 15,153        | Fixed                 | 34%       | 43%   |
|                           |        |               |       |               | Variable              | 66%       | 57%   |

In millions of Philippine Pesos, except percentages

<sup>&</sup>lt;sup>1</sup> U.S. dollar debt converted using end-of-period exchange rate. See Exchange Rates on page 7 for more detail.



### **Income Statement & Balance Sheet Information**

**CEMEX Holdings Philippines, Inc.** 

(Thousands of Philippine Pesos in nominal terms, except per share amounts)

|   |             | January - June |       | S           | Second Quarter |       |
|---|-------------|----------------|-------|-------------|----------------|-------|
| INCOME STATEMENT                              | 2019        | 2018           | % var | 2019        | 2018           | % var |
| Net sales                                     | 12,355,927  | 11,879,333     | 4%    | 6,118,500   | 5,988,074      | 2%    |
| Cost of sales                                 | (7,274,695) | (6,882,862)    | (6%)  | (3,350,450) | (3,457,227)    | 3%    |
| Gross profit                                  | 5,081,232   | 4,996,471      | 2%    | 2,768,050   | 2,530,847      | 9%    |
| Selling and Administrative expenses           | (1,546,207) | (1,478,898)    | (5%)  | (810,612)   | (733,917)      | (10%) |
| Distribution expenses                         | (2,078,096) | (2,423,879)    | 14%   | (1,125,146) | (1,295,773)    | 13%   |
| Operating earnings before other expenses, net | 1,456,929   | 1,093,694      | 33%   | 832,292     | 501,157        | 66%   |
| Other income (expenses), net                  | 10,478      | 14,321         | (27%) | 4,086       | 12,045         | (66%) |
| Operating earnings (loss)                     | 1,467,407   | 1,108,015      | 32%   | 836,378     | 513,202        | 63%   |
| Financial expenses, net                       | (714,803)   | (527,107)      | (36%) | (359,567)   | (278,408)      | (29%) |
| Foreign exchange gain (loss), net             | 274,401     | (474,134)      | N/A   | 291,678     | (186,694)      | N/A   |
| Net income (loss) before income taxes         | 1,027,005   | 106,774        | 862%  | 768,489     | 48,100         | 1498% |
| Income tax benefit (expenses)                 | (224,694)   | (691,502)      | 68%   | (134,818)   | (701,762)      | 81%   |
| Consolidated net income (loss)                | 802,311     | (584,728)      | N/A   | 633,671     | (653,662)      | N/A   |
| Non-controlling interest net income (loss)    | 12          | 17             | (29%) | 6           | 7              | (14%) |
| Controlling Interest net income (loss)        | 802,323     | (584,711)      | N/A   | 633,677     | (653,655)      | N/A   |
|   |             |                |       |             |                |       |
| Operating EBITDA                              | 2,371,702   | 2,010,354      | 18%   | 1,275,767   | 988,953        | 29%   |
| Earnings per share                            | 0.15        | (0.11)         | N/A   | 0.12        | (0.13)         | N/A   |

|   |            | as of June 30 |       | as of December 3: | 1      |
|---|------------|---------------|-------|-------------------|--------|
| BALANCE SHEET   | 2019       | 2018          | % Var | 2018              | % Var  |
| Total Assets  | 59,446,204 | 54,786,591    | 9%    | 58,058,770        | 2%     |
| Cash and Temporary Investments                            | 4,275,083  | 2,463,598     | 74%   | 1,813,665         | 136%   |
| Derivative Asset  | 10,946     | 0             |       | 12,875            | (15%)  |
| Trade Accounts Receivables                                | 1,080,257  | 910,784       | 19%   | 708,906           | 52%    |
| Other Receivables   | 85,330     | 145,669       | (41%) | 103,396           | (17%)  |
| Insurance Claims and Premium Receivables                  | 512        | 0             |       | 949,983           | (100%) |
| Inventories   | 3,452,902  | 2,688,193     | 28%   | 3,488,178         | (1%)   |
| Assets Held for Sale                                      | 0          | 111,348       |       | 0                 |        |
| Other Current Assets                                      | 1,353,796  | 1,280,548     | 6%    | 1,677,671         | (19%)  |
| Current Assets  | 10,258,826 | 7,600,140     | 35%   | 8,754,674         | 17%    |
| Fixed Assets  | 17,615,197 | 17,825,413    | (1%)  | 17,768,023        | (1%)   |
| Investments in an Associate and Other Investments         | 14,097     | 16,197        | (13%) | 14,097            | 0%     |
| Other Assets and Noncurrent Accounts Receivables          | 985,872    | 767,264       | 28%   | 818,247           | 20%    |
| Advances to Contractors                                   | 1,988,045  | 0             |       | 2,069,601         | (4%)   |
| Deferred Income Taxes - net                               | 724,473    | 717,883       | 1%    | 774,434           | (6%)   |
| Goodwill  | 27,859,694 | 27,859,694    | 0%    | 27,859,694        | 0%     |
| Other Assets  | 31,572,181 | 29,361,038    | 8%    | 31,536,073        | 0%     |
| Total Liabilities   | 30,188,770 | 25,748,030    | 17%   | 29,332,804        | 3%     |
| Current Liabilities                                       | 9,887,544  | 7,737,439     | 28%   | 10,534,046        | (6%)   |
| Long-Term Liabilities                                     | 17,684,969 | 14,618,237    | 21%   | 16,009,642        | 10%    |
| Deferred Tax Liability                                    | 13,954     | 71,185        | (80%) | 147,387           | (91%)  |
| Other Liabilities   | 2,602,303  | 3,321,169     | (22%) | 2,641,729         | (1%)   |
| Consolidated Stockholders' Equity                         | 29,257,434 | 29,038,561    | 1%    | 28,725,966        | 2%     |
| Non-controlling Interest                                  | 181        | 205           | (12%) | 193               | (6%)   |
| Stockholders' Equity Attributable to Controlling Interest | 29,257,253 | 29,038,356    | 1%    | 28,725,773        | 2%     |



### **Income Statement & Balance Sheet Information**

CEMEX Holdings Philippines, Inc. (Thousands of U.S. Dollars, except per share amounts)

|   | Ja        | anuary - June |       | Second Quarter |          |       |  |
|---|-----------|---------------|-------|----------------|----------|-------|--|
| INCOME STATEMENT                              | 2019      | 2018          | % var | 2019           | 2018     | % var |  |
| Net sales                                     | 237,747   | 227,606       | 4%    | 118,038        | 113,986  | 4%    |  |
| Cost of sales                                 | (139,976) | (131,875)     | (6%)  | (64,637)       | (65,810) | 2%    |  |
| Gross profit                                  | 97,771    | 95,731        | 2%    | 53,401         | 48,176   | 11%   |  |
| Selling and Administrative expenses           | (29,751)  | (28,336)      | (5%)  | (15,638)       | (13,972) | (12%) |  |
| Distribution expenses                         | (39,986)  | (46,441)      | 14%   | (21,706)       | (24,666) | 12%   |  |
| Operating earnings before other expenses, net | 28,034    | 20,954        | 34%   | 16,057         | 9,538    | 68%   |  |
| Other income (expenses), net                  | 202       | 274           | (26%) | 79             | 229      | (66%) |  |
| Operating earnings (loss)                     | 28,236    | 21,228        | 33%   | 16,136         | 9,767    | 65%   |  |
| Financial expenses, net                       | (13,754)  | (10,099)      | (36%) | (6,937)        | (5,300)  | (31%) |  |
| Foreign exchange gain (loss), net             | 5,280     | (9,084)       | N/A   | 5,627          | (3,554)  | N/A   |  |
| Net income (loss) before income taxes         | 19,762    | 2,045         | 866%  | 14,826         | 913      | 1524% |  |
| Income tax benefit (expenses)                 | (4,323)   | (13,249)      | 67%   | (2,601)        | (13,358) | 81%   |  |
| Consolidated net income (loss)                | 15,439    | (11,204)      | N/A   | 12,225         | (12,445) | N/A   |  |
| Non-controlling interest net income (loss)    | 0         | 0             |       | 0              | 0        |       |  |
| Controlling Interest net income (loss)        | 15,439    | (11,204)      | N/A   | 12,225         | (12,445) | N/A   |  |
| Operating EBITDA                              | 45,635    | 38,518        | 18%   | 24,612         | 18,825   | 31%   |  |

|   |           | as of June 30 | as of December 31 |           |        |  |
|---|-----------|---------------|-------------------|-----------|--------|--|
| BALANCE SHEET   | 2019      | 2018          | % Var             | 2018      | % Var  |  |
| Total Assets  | 1,160,152 | 1,027,120     | 13%               | 1,104,199 | 5%     |  |
| Cash and Temporary Investments                            | 83,433    | 46,187        | 81%               | 34,493    | 142%   |  |
| Derivative Asset  | 214       | 0             |                   | 245       | (13%)  |  |
| Trade Accounts Receivables                                | 21,082    | 17,075        | 23%               | 13,482    | 56%    |  |
| Other Receivables   | 1,665     | 2,731         | (39%)             | 1,966     | (15%)  |  |
| Insurance Claims and Premium Receivables                  | 10        | 0             |                   | 18,067    | (100%) |  |
| Inventories   | 67,387    | 50,397        | 34%               | 66,340    | 2%     |  |
| Assets Held for Sale                                      | 0         | 2,088         |                   | 0         |        |  |
| Other Current Assets                                      | 26,421    | 24,007        | 10%               | 31,907    | (17%)  |  |
| Current Assets  | 200,211   | 142,485       | 41%               | 166,502   | 20%    |  |
| Fixed Assets  | 343,778   | 334,185       | 3%                | 337,924   | 2%     |  |
| Investments in an Associate and Other Investments         | 275       | 304           | (9%)              | 268       | 3%     |  |
| Other Assets and Noncurrent Accounts Receivables          | 19,240    | 14,384        | 34%               | 15,562    | 24%    |  |
| Advances to Contractors                                   | 38,799    | 0             |                   | 39,361    | (1%)   |  |
| Deferred Income Taxes - net                               | 14,139    | 13,459        | 5%                | 14,729    | (4%)   |  |
| Goodwill  | 543,710   | 522,304       | 4%                | 529,853   | 3%     |  |
| Other Assets  | 616,163   | 550,451       | 12%               | 599,773   | 3%     |  |
| Total Liabilities   | 589,164   | 482,715       | 22%               | 557,870   | 6%     |  |
| Current Liabilities                                       | 192,965   | 145,059       | 33%               | 200,343   | (4%)   |  |
| Long-Term Liabilities                                     | 345,140   | 274,058       | 26%               | 304,482   | 13%    |  |
| Deferred Tax Liability                                    | 272       | 1,335         | (80%)             | 2,803     | (90%)  |  |
| Other Liabilities   | 50,787    | 62,264        | (18%)             | 50,242    | 1%     |  |
| Consolidated Stockholders' Equity                         | 570,988   | 544,405       | 5%                | 546,329   | 5%     |  |
| Non-controlling Interest                                  | 4         | 4             | (8%)              | 4         | (4%)   |  |
| Stockholders' Equity Attributable to Controlling Interest | 570,985   | 544,401       | 5%                | 546,325   | 5%     |  |

#### Definitions of Terms and Disclosures



# Methodology for translation, consolidation, and presentation of results

CEMEX Holdings Philippines, Inc. ("CHP") reports its consolidated financial statements under Philippine Financial Reporting Standards ("PFRS"). When reference is made in 2019 and 2018 to consolidated financial statements, it means CHP financial information together with its subsidiaries.

For the purpose of presenting figures in U.S. dollars, the consolidated balance sheet as of June 30, 2019 has been converted at the end of period exchange rate of 51.24 Philippine pesos per US dollar while the consolidated income statement for the six-month period ended June 30, 2019 has been converted at the January to June 2019 average exchange rate of 51.97 Philippine pesos per US dollar. On the other hand, the consolidated income statement for the three-month period ended June 30, 2019 has been converted at the April to June, 2019 average exchange rate of 51.84 Philippine pesos per US dollar.

#### **Definition of terms**

PHP refers to Philippine Pesos.

pp equals percentage points.

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

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

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 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.

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.

Change in Working capital in the Free cash flow statements only include trade receivables, trade payables, receivables and payables from and to related parties, other current receivables, inventories, other current assets, and other accounts payable and accrued expense.

Net debt equals total debt minus cash and cash equivalents.

| Exchange Rates  | January - June  |                 | Second          | Quarter         | January - June        |                       |  |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------|-----------------------|--|
|                 | 2019<br>average | 2018<br>average | 2019<br>average | 2018<br>average | 2019<br>End of period | 2018<br>End of period |  |
| Philippine peso | 51.97           | 52.19           | 51.84           | 52.53           | 51.24                 | 53.34                 |  |