#### 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

| 1.  | 28 July 2020<br>Date of Report (Date of earliest event repo  | rted)  |
|-----|--|--|
| 2.  | SEC Identification Number CS201518815  | 3. BIR Tax Identification No. 009-133-917-000                                  |
| 4.  | CEMEX HOLDINGS PHILIPPINES, INC.<br>Exact name of issuer as specified in its char                    | rter   |
| 5.  | Metro Manila, Philippines<br>Province, country or other jurisdiction of<br>incorporation             | 6. (SEC Use Only) Industry Classification Code:                                |
| 7.  | 34 <sup>th</sup> Floor Petron Mega Plaza Building, 358<br>Philippines<br>Address of principal office | Sen. Gil J. Puyat Avenue, Makati City, 1200<br>Postal Code                     |
| 8.  | +632 8849-3600<br>Issuer's telephone number, including area co                                       | ode  |
| 9.  | N/A<br>Former name or former address, if changed   | since last 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 Outstanding |
|     | Common Shares  | 13,489,226,623 <sup>1</sup>  |
|     |  |  |
|     |  |  |

<sup>&</sup>lt;sup>1</sup> Includes 8,293,831,169 common shares which were the subject of the stock rights offering conducted in January 2020 pursuant to a Notice of Confirmation of Exempt Transaction of the SEC which was issued on December 11, 2019, confirming that the stock rights offering is exempt from the registration requirements of the Securities Regulation Code (SRC) under SRC Section 10.1 (e) and (i).

11. Indicate the item numbers reported herein: Item 9

CEMEX HOLDINGS PHILIPPINES, INC. ("CHP") released its briefing materials (attached) for the conference call and webcast presentation on 28 July 2020 regarding its 2<sup>nd</sup> Quarter 2020 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 28 July 2020 announcing its financial and operating highlights for the 2<sup>nd</sup> Quarter 2020 (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

28 July 2020 Date

Jannette Virata Sevilla
Compliance Officer





**2Q 2020 Results** July 28, 2020



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, as of the date such statements are made, 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; general political, economic, health and business conditions in the markets in which CHP operates; competition in the markets in which we offer our products and services; 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; 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; natural disasters and other unforeseen events (including global health hazards such as COVID-19); 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.

## **COVID-19 Pandemic**



✓ Solid Cement Plant suspended production and delivery of cement products in the third week of March and resumed operations on May 20, in compliance with government regulations.

✓ APO Cement Plant remains operational, complying with all government regulations and the necessary hygiene and safety measures.

✓ Our second quarter volumes were adversely impacted by quarantine measures nationwide.

# Protect the health and safety of our employees and their families, customers, suppliers, and communities

- ✓ We implemented new hygiene and safety protocols to minimize the risk of COVID-19 threats in our operations, in adherence to local health regulations.
- ✓ Intensified internal information campaigns, as the number of COVID-19 cases in the country continues to increase.

✓ We continue assisting local government units through manpower support, food, medical and sanitation supplies for front liners and community members.

# Serve our customers safely and leverage CEMEX Go / CEMEX HOLDINGS PHILIPPINES





- Our safety protocols apply not only within our facilities, but also to the trucks and vessels that deliver our products.
- Our **CEMEX Go** platform allows us to continue our sales and customer service in a virtual and safe manner.

**Enabled additional online channels** to promote engagement, manage communications, and facilitate transactions with our customers amidst this "new normal".

## Prudently manage our costs and expenses



✓ Cost management remains an essential lever within our control during this time of pandemic.

✓ Reduce capital expenditures, and budgeted operating expenses for the remainder of 2020.

✓ On June 30, 2020, CHP reached an agreement with BDO Unibank, Inc. amending the Term Loan Facility Agreement dated February 1, 2017, entered by and between CHP, as the Borrower, and BDO Unibank, Inc., as the Lender, so that CHP is required to comply with certain financial covenants commencing on June 30, 2021. No other new or revised terms and conditions to the Facility Agreement were made.

## **Domestic Cement Volumes and Prices**



|          |             | 6M20 vs.<br>6M19 | 2Q20 vs.<br>2Q19 | 2Q20 vs.<br>1Q20 |
|----------|-------------|------------------|------------------|------------------|
| Domestic | Volume      | (17%)            | (31%)            | (30%)            |
| Cement   | Price (PHP) | (6%)             | (6%)             | 1%               |

**Domestic cement volumes** decreased by 31% year-over-year during the second quarter and by 30% on a sequential basis.

Volume recovery month-on-month in May and June of 2020.

On a year-to-date basis, domestic cement volumes decreased by 17% year-over-year, reflecting the impact of nationwide quarantine measures and the Luzon Enhanced Community Quarantine (ECQ) from March 16 until May 31.

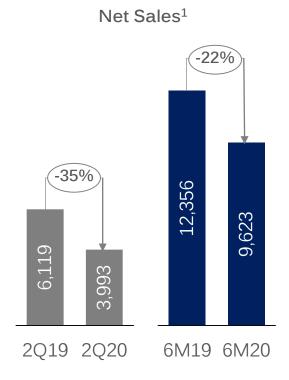
**Domestic cement prices** were 6% lower year-over-year during the second quarter and first half of 2020, reflecting declines during the second half of 2019.

Sequential change in price reflects changes in geographic mix due to temporary closure of Solid Plant.

## **Net Sales**



As a result of lower volumes and prices, **net sales** decreased, year-over-year, by 35% during the second quarter and by 22% during the first half of 2020.



### **Private Sector**

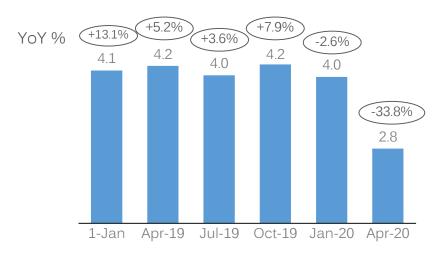


**Construction employment** significantly declined year-overyear during the second quarter due to COVID-19 quarantine measures. The ban on construction works imposed during the start of the Luzon ECQ and eventual decline in business activity led to the drop in employment.

Residential sector demand was lower during the quarter as remittances were stifled by global disruptions from COVID-19. Cuts in the key interest rate and stable inflation may offer support but altered consumer behavior and higher unemployment may continue to affect the sector.

The non-residential sector was heavily challenged during the period with small businesses filing for temporary and permanent closure as activity significantly slowed down during the ECQ. The retail, hospitality, and tourism sectors were greatly affected by the pandemic, while manufacturing operations and output were subdued. The potential passing of the Corporate Recovery and Tax Incentives for Enterprise Act (CREATE), which aims to reduce corporate income tax from 30% to 25%, could aid businesses on their way to recovery.

# Employment in Construction (M Persons)

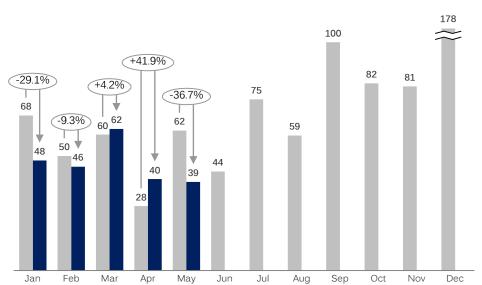


## **Public Sector**



# Disbursements on Infrastructure and Capital Outlays (in PHP billion)





% Refers to year-over-year growth

During April and May of 2020, infrastructure cash disbursements reached Php 79.1 B, representing an 11.9% contraction year-over-year. The decline is mainly attributed to the prolonged ECQ in Luzon and the implementation of stricter quarantine measures in other areas in the country, which likewise affected project implementation of the government.

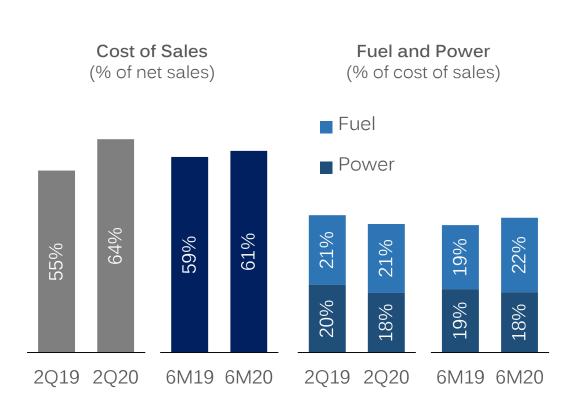
Meanwhile, infrastructure budget for the year was reduced by 22% to Php 775 B to intensify COVID-19 response.

Despite the budget cut and bottlenecks in execution, the government remains firm on their stance to use infrastructure formation in supporting economic recovery of the country given its strong multiplier effects.

In the last three months, Fitch Ratings, Standard & Poor's, and Moody's Investors Services have affirmed their stable outlook, while the Japan Credit Rating agency upgraded their rating for the Philippines.

## Cost of Sales





Cost of sales was at 61% of sales during the first six months of 2020, compared with 59% in the same period of 2019.

Postponed all major kiln maintenance to the second half of 2020.

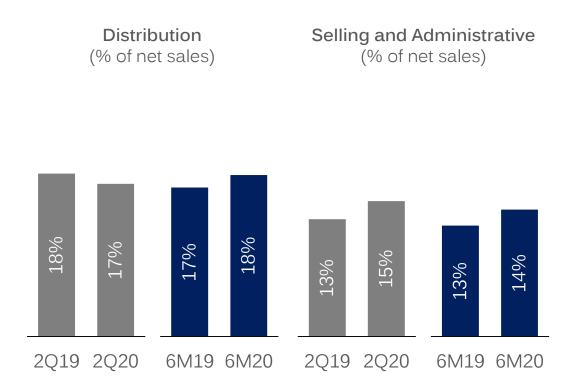
Optimized operations of our kilns in APO Plant, as part of working capital initiatives.

Total fuel cost was 7% lower year-overyear, while total power cost declined by 24% year-over-year during the first half of 2020 mainly due to the temporary stoppage of Solid Cement Plant and our APO Plant kiln optimization.

**Power costs** also benefitted from lower electricity prices and a one-off rebate from the wholesale electricity spot market in the first quarter of the year.

# **Operating Expenses**





**Distribution expenses**, as a percentage of sales, was at 18% for 6M20.

Measures to control distribution expenses limited the increase in our cost to 1.4 percentage points of sales year-over-year despite the significant reduction in sales volumes.

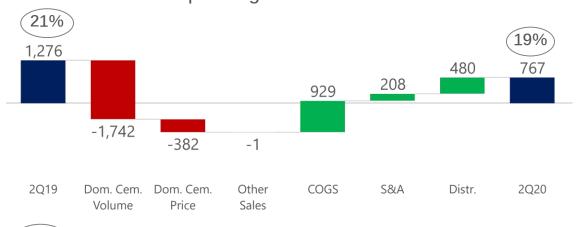
Selling and administrative expenses, as a percentage of sales, was at 14% for 6M20.

Total cost lower by 11% year-over-year for the first half of 2020.

# Operating EBITDA and Operating EBITDA Margin

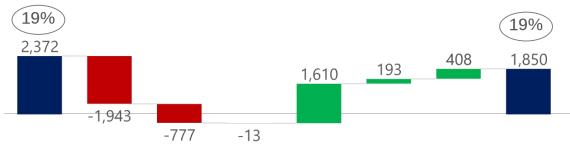






Operating EBITDA for the first six months of 2020 decreased by 22% year-over-year.

2Q20 was adversely affected by lower activity due to COVID-19 quarantine measures, as operating EBITDA decreased by 40%.



Operating EBITDA margin was at 19% for the first half of 2020, impacted by lower volumes and prices, which were partially offset by cost reduction initiatives and lower absolute distribution expenses.

## **Net Income**



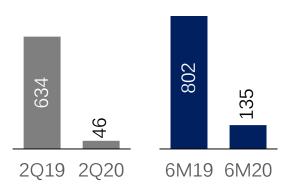
Net income was at PHP 135 million for the first six months of 2020.

**Operating earnings** were adversely affected by lower activity due to COVID-19 quarantine measures.

Income tax during the first half of the year reflects an increase in deferred tax assets related to Net Operating Loss Carry-Over (NOLCO) and Minimum Corporate Income Tax (MCIT) credits.

|                                       | Se    | Second Quarter |       |       | January - June |       |  |
|---------------------------------------|-------|----------------|-------|-------|----------------|-------|--|
| (In Millions of Philippine Pesos)     | 2020  | 2019           | % var | 2020  | 2019           | % var |  |
| Operating earnings                    | 118   | 836            | (86%) | 651   | 1,467          | (56%) |  |
| Financial expenses, net               | (255) | (360)          | 29%   | (534) | (715)          | 25%   |  |
| Foreign exchange gain (loss), net     | 66    | 292            | (77%) | (0)   | 274            | N/A   |  |
| Net income (loss) before income taxes | (70)  | 768            | N/A   | 117   | 1,027          | (89%) |  |
| Income tax benefit (expenses)         | 116   | (135)          | N/A   | 18    | (225)          | N/A   |  |
| Consolidated net income (loss)        | 46    | 634            | (93%) | 135   | 802            | (83%) |  |

Net Income<sup>1</sup>



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

# FREE CASH FLOW

2Q 2020





## Free Cash Flow



|   | January - | June  |       | Second Quarter |       |       |
|---|-----------|-------|-------|----------------|-------|-------|
|   | 2020      | 2019  | % var | 2020           | 2019  | % var |
| Operating EBITDA                          | 1,850     | 2,372 | (22%) | 767            | 1,276 | (40%) |
| - Net Financial Expenses                  | 534       | 715   |       | 255            | 360   |       |
| - Maintenance Capex                       | 45        | 358   |       | (4)            | 268   |       |
| - Change in Working Capital               | 1,019     | (637) |       | 687            | (324) |       |
| - Income Taxes Paid                       | 205       | 259   |       | 83             | 138   |       |
| - Other Cash Items (net)                  | 1         | (10)  |       | 13             | (4)   |       |
| Free Cash Flow after<br>Maintenance Capex | 45        | 1,687 | (97%) | (267)          | 839   | N/A   |
| - Strategic Capex                         | 1,953     | 399   |       | 501            | 334   |       |
| Free Cash Flow                            | (1,908)   | 1,288 | N/A   | (768)          | 505   | N/A   |

Millions of Philippine Pesos

Free cash flow after maintenance CAPEX for the first six months of 2020 was at PHP 45 million.

Working capital reflected the use of cash as we continued to make payments to suppliers, while payables were lower due to reduced purchases from lower production.

**Strategic CAPEX** for the first half of the year was at PHP 1.95 billion due to our Solid Cement Plant Expansion project.

## Solid Cement Plant Capacity Expansion





Implemented strict health and safety protocols, and preventive measures to reduce the risk of COVID-19 in our project site.

**Civil works started again** in mid-May, after the easing of Community Quarantine measures in Antipolo, Rizal.

Our contractors continue to work on the different buildings and structures of the new line

Expected start of operations under evaluation.

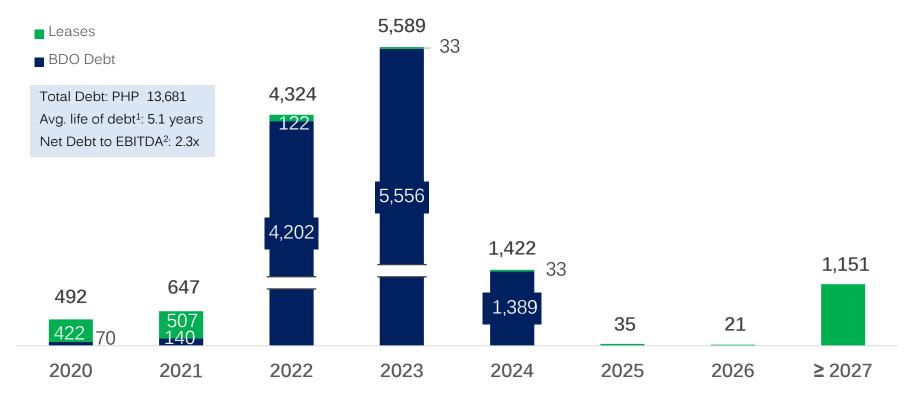
Estimated total investment of US\$235 million





## **Debt Maturity Profile**





All amounts in millions of Philippine Pesos

<sup>&</sup>lt;sup>1</sup> Based on weighted average life of debt <sup>2</sup> Last 12 months Consolidated EBITDA

## **Additional Debt Information**



|                               | Se     | <b>Second Quarter</b> |       |        |  |  |
|-------------------------------|--------|-----------------------|-------|--------|--|--|
|                               | 2020   | 2019                  | % var | 2020   |  |  |
| Total debt <sup>(1)(2)</sup>  | 13,681 | 21,162                | (35%) | 13,481 |  |  |
| Short term                    | 6%     | 8%                    |       | 5%     |  |  |
| Long term                     | 94%    | 92%                   |       | 95%    |  |  |
| Cash and cash equivalents     | 5,272  | 4,275                 | 23%   | 6,334  |  |  |
| Net debt                      | 8,409  | 16,887                | (50%) | 7,147  |  |  |
| Leverage Ratio <sup>(3)</sup> | 3.69   |                       |       | 3.20   |  |  |
| Coverage Ratio <sup>(3)</sup> | 4.16   |                       |       | 4.08   |  |  |

#### Note:

All amounts in millions of Philippine Pesos, except percentages and ratios

<sup>&</sup>lt;sup>1</sup> U.S. dollar debt converted using end-of-period exchange rates

<sup>&</sup>lt;sup>2</sup> Includes leases, in accordance with Philippine Financial Reporting Standards (PFRS)

<sup>&</sup>lt;sup>3</sup> Based on BDO Loan Facility financial covenants which we are required to comply commencing on June 30, 2021

# **Definitions**



| 6M20 / 6M19  | Results for the first six months of the years 2020 and 2019, respectively  |
|--|--|
| PHP  | Philippine Pesos   |
| Рр   | 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<br>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<br>the Free cash flow<br>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   | Total debt (debt plus leases) minus cash and cash equivalents.   |

## **Contact Information**



**Investor Relations** 

In the **Philippines** +632 8849 3600

chp.ir@cemex.com

**Stock Information** 

PSE:

CHP





2020

#### **SECOND QUARTER RESULTS**

Stock Listing Information

Philippine Stock Exchange Ticker: CHP

Investor Relations

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E-Mail:

chp.ir@cemex.com

#### Operating and Financial Highlights



|   |         | January - June |       |        | Second Quarter |         |
|---|---------|----------------|-------|--------|----------------|---------|
|   | 2020    | 2019           | % var | 2020   | 2019           | % var   |
| Net sales   | 9,623   | 12,356         | (22%) | 3,993  | 6,119          | (35%)   |
| Gross profit  | 3,784   | 5,081          | (26%) | 1,430  | 2,768          | (48%)   |
| as % of net sales                                     | 39%     | 41%            | (2pp) | 36%    | 45%            | (9pp)   |
| Operating earnings before other expenses, net         | 653     | 1,457          | (55%) | 132    | 832            | (84%)   |
| as % of net sales                                     | 7%      | 12%            | (5pp) | 3%     | 14%            | (10pp)  |
| Controlling Interest Net Income (Loss)                | 135     | 802            | (83%) | 46     | 634            | (93%)   |
| Operating EBITDA                                      | 1,850   | 2,372          | (22%) | 767    | 1,276          | (40%)   |
| as % of net sales                                     | 19.2%   | 19.2%          | 0.0pp | 19.2%  | 20.9%          | (1.7pp) |
| Free cash flow after maintenance capital expenditures | 45      | 1,687          | (97%) | (267)  | 839            | N/A     |
| Free cash flow  | (1,908) | 1,288          | N/A   | (768)  | 505            | N/A     |
| Net debt <sup>1</sup>                                 | 8,409   | 16,887         | (50%) | 8,409  | 16,887         | (50%)   |
| Total debt <sup>1</sup>                               | 13,681  | 21,162         | (35%) | 13,681 | 21,162         | (35%)   |
| Earnings per share <sup>2</sup>                       | 0.01    | 0.15           | (92%) | 0.00   | 0.12           | (97%)   |

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

**Net sales** decreased, year-over-year, by 35% during the second quarter and by 22% during the first half of the year, due to lower volumes and prices.

**Cost of sales** was at 61% of sales during the first six months of 2020 compared with 59% in the same period of 2019.

Total fuel cost was 7% lower year-over-year, while total power cost declined by 24% year-over-year during the first half of 2020 mainly due to the temporary stoppage of Solid Cement Plant and kiln optimizations at APO Plant.

Power costs also benefitted from lower electricity prices and a one-off rebate from the wholesale electricity spot market in the first quarter of the year.

In line with efforts to reduce costs, CHP postponed all major kiln maintenance to the second half of the year.

**Operating expenses**, as a percentage of sales, was at 32.5% during the first half of 2020, compared with 29.3% in the same period of 2019.

Distribution expenses, as a percentage of sales, was at 18.2% during the first half of 2020, compared with 16.8% in the same period of 2019. Measures to control distribution expenses limited the increase in our cost to 1.4 percentage points of sales year-over-year despite significant reduction in sales volumes.

Selling and administrative expenses, as a percentage of sales, was at 14.3% during the first half of 2020, compared with 12.5% in the same period of 2019. Total selling and administrative expenses were lower by 11% year-over-year for the first half of 2020.

**Operating EBITDA** for the first six months of 2020 was at PHP 1.8 billion, a decrease of 22% year-over-year. Second quarter operating EBITDA was adversely affected by lower activity due to COVID-19 quarantine measures, decreasing by 40% year-over-year.

Operating EBITDA margin was flat year-over-year at 19% for the first half of the 2020, impacted by lower volumes and prices, which were partially offset by cost reduction initiatives and lower absolute distribution expenses.

**Controlling interest net income** was at PHP 135 million for the first six months of 2020.

Operating earnings were adversely affected by lower activity due to COVID-19 quarantine measures.

Income tax during the first half of the year reflects an increase in deferred tax assets related to Net Operating Loss Carry-Over (NOLCO) and Minimum Corporate Income Tax (MCIT) credits.

**Total debt** at the end of June 2020 was at PHP 13,681 million, of which PHP 11,357 million pertained to debt owed to BDO Unibank, Inc.

<sup>&</sup>lt;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 8 for more detail.

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

### **Operating Results**



| Domestic Gray Cement | January - June | Second Quarter | Second Quarter 2020    |
|----------------------|----------------|----------------|------------------------|
|                      | 2020 vs. 2019  | 2020 vs. 2019  | vs. First Quarter 2020 |
| Volume               | (17%)          | (31%)          | (30%)                  |
| Price in PHP         | (6%)           | (6%)           | 1%                     |

The second quarter saw a significant slowdown in construction activity.

Our domestic cement volumes decreased by 31% year-over-year during the second quarter, and by 30% on a sequential basis. We have seen volume recovery month-on-month in May and June.

During the first six months of 2020, our domestic cement volumes decreased by 17% year-over-year. This decrease reflects the impact of quarantine measures nationwide and the Luzon Enhanced Community Quarantine from March 16 until May 31

Our domestic cement prices during the second quarter and first half of the 2020 were 6% lower year-over-year, reflecting declines during the second half of 2019.

Sequentially, our prices remained stable, with the variation reflecting changes in geographic mix due to the temporary closure of Solid Plant.





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

|   |         | January - June |       | :     | Second Quarter |       |  |
|---|---------|----------------|-------|-------|----------------|-------|--|
|   | 2020    | 2019           | % var | 2020  | 2019           | % var |  |
| Operating earnings before other income, net           | 653     | 1,457          | (55%) | 132   | 832            | (84%) |  |
| + Depreciation and operating amortization             | 1,197   | 915            |       | 636   | 443            |       |  |
| Operating EBITDA                                      | 1,850   | 2,372          | (22%) | 767   | 1,276          | (40%) |  |
| - Net financial expenses                              | 534     | 715            |       | 255   | 360            |       |  |
| - Maintenance capital expenditures                    | 45      | 358            |       | (4)   | 268            |       |  |
| - Change in working capital                           | 1,019   | (637)          |       | 687   | (324)          |       |  |
| - Income taxes paid                                   | 205     | 259            |       | 83    | 138            |       |  |
| - Other cash items (net)                              | 1       | (10)           |       | 13    | (4)            |       |  |
| Free cash flow after maintenance capital expenditures | 45      | 1,687          | (97%) | (267) | 839            | N/A   |  |
| - Strategic capital expenditures                      | 1,953   | 399            |       | 501   | 334            |       |  |
| Free cash flow  | (1,908) | 1,288          | N/A   | (768) | 505            | N/A   |  |

In millions of Philippine Pesos

#### **Debt Information**

|                               | S      | econd Quarter |       | First Quarter |                       | Second Qu | arter |
|-------------------------------|--------|---------------|-------|---------------|-----------------------|-----------|-------|
|                               | 2020   | 2019          | % var | 2020          |                       | 2020      | 2019  |
| Total debt <sup>(1)(2)</sup>  | 13,681 | 21,162        | (35%) | 13,481        | Currency denomination |           |       |
| Short term                    | 6%     | 8%            |       | 5%            | U.S. dollar           | 6%        | 26%   |
| Long term                     | 94%    | 92%           |       | 95%           | Philippine peso       | 94%       | 74%   |
| Cash and cash equivalents     | 5,272  | 4,275         | 23%   | 6,334         | Interest rate         |           |       |
| Net debt                      | 8,409  | 16,887        | (50%) | 7,147         | Fixed                 | 57%       | 41%   |
| Leverage Ratio <sup>(3)</sup> | 3.69   |               |       | 3.20          | Variable              | 43%       | 59%   |
| Coverage Ratio <sup>(3)</sup> | 4.16   |               |       | 4.08          |                       |           |       |

In millions of Philippine Pesos, except percentages

(1) U.S. dollar debt converted using end-of-period exchange rate. See Exchange Rates on page 8 for more detail.

<sup>(2)</sup> Includes leases, in accordance with Philippine Financial Reporting Standards (PFRS).

<sup>(3)</sup> Based on BDO Loan Facility financial covenants which we are required to comply commencing on June 30, 2021.



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

#### **CEMEX Holdings Philippines, Inc.**

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

|   |             | January – June |       | 9           | Second Quarter |       |
|---|-------------|----------------|-------|-------------|----------------|-------|
| INCOME STATEMENT                              | 2020        | 2019           | % var | 2020        | 2019           | % var |
| Net sales                                     | 9,623,042   | 12,355,927     | (22%) | 3,993,126   | 6,118,500      | (35%) |
| Cost of sales                                 | (5,838,720) | (7,274,695)    | 20%   | (2,562,903) | (3,350,450)    | 24%   |
| Gross profit                                  | 3,784,322   | 5,081,232      | (26%) | 1,430,223   | 2,768,050      | (48%) |
| Selling and Administrative expenses           | (1,377,933) | (1,546,207)    | 11%   | (610,478)   | (810,611)      | 25%   |
| Distribution expenses                         | (1,753,826) | (2,078,096)    | 16%   | (688,022)   | (1,125,146)    | 39%   |
| Operating earnings before other expenses, net | 652,563     | 1,456,929      | (55%) | 131,723     | 832,293        | (84%) |
| Other income (expenses), net                  | (1,373)     | 10,478         | N/A   | (13,467)    | 4,086          | N/A   |
| Operating earnings (loss)                     | 651,190     | 1,467,407      | (56%) | 118,256     | 836,379        | (86%) |
| Financial expenses, net                       | (534,124)   | (714,803)      | 25%   | (254,584)   | (359,567)      | 29%   |
| Foreign exchange gain (loss), net             | (305)       | 274,401        | N/A   | 66,106      | 291,678        | (77%) |
| Net income (loss) before income taxes         | 116,761     | 1,027,005      | (89%) | (70,222)    | 768,490        | N/A   |
| Income tax benefit (expenses)                 | 18,256      | (224,694)      | N/A   | 116,117     | (134,818)      | N/A   |
| Consolidated net income (loss)                | 135,017     | 802,311        | (83%) | 45,895      | 633,672        | (93%) |
| Non-controlling interest net income (loss)    | 12          | 12             | 0%    | 4           | 6              | (33%) |
| Controlling Interest net income (loss)        | 135,029     | 802,323        | (83%) | 45,899      | 633,678        | (93%) |
|   |             |                | (000) |             |                | (     |
| Operating EBITDA                              | 1,849,907   | 2,371,702      | (22%) | 767,471     | 1,275,767      | (40%) |
| Earnings per share                            | 0.01        | 0.15           | (92%) | 0.00        | 0.12           | (97%) |

|   |            | as of June 30 |        | as of December 3: | l     |
|---|------------|---------------|--------|-------------------|-------|
| BALANCE SHEET   | 2020       | 2019          | % Var  | 2019              | % Var |
| Total Assets  | 63,348,718 | 59,446,204    | 7%     | 58,806,177        | 8%    |
| Cash and Temporary Investments                            | 5,271,916  | 4,275,083     | 23%    | 1,399,180         | 277%  |
| Derivative Asset  | 0          | 10,946        | (100%) | 0                 |       |
| Trade Accounts Receivables                                | 883,519    | 1,080,257     | (18%)  | 892,951           | (1%)  |
| Other Receivables   | 39,038     | 85,330        | (54%)  | 92,993            | (58%) |
| Insurance Claims and Premium Receivables                  | 359,821    | 512           | 70178% | 445,535           | (19%) |
| Inventories   | 2,380,727  | 3,452,902     | (31%)  | 3,013,444         | (21%) |
| Assets Held for Sale                                      | 0          | 0             |        | 0                 |       |
| Other Current Assets                                      | 1,778,188  | 1,353,796     | 31%    | 1,672,392         | 6%    |
| Current Assets  | 10,713,209 | 10,258,826    | 4%     | 7,516,495         | 43%   |
| Fixed Assets  | 21,248,850 | 17,615,197    | 21%    | 19,937,723        | 7%    |
| Investments in an Associate and Other Investments         | 14,097     | 14,097        | 0%     | 14,097            | 0%    |
| Other Assets and Noncurrent Accounts Receivables          | 873,674    | 985,872       | (11%)  | 837,151           | 4%    |
| Advances to Contractors                                   | 1,378,280  | 1,988,045     | (31%)  | 1,606,397         | (14%) |
| Deferred Income Taxes - net                               | 1,260,914  | 724,473       | 74%    | 1,034,620         | 22%   |
| Goodwill  | 27,859,694 | 27,859,694    | 0%     | 27,859,694        | 0%    |
| Other Assets  | 31,386,659 | 31,572,181    | (1%)   | 31,351,959        | 0%    |
| Total Liabilities   | 21,131,517 | 30,188,770    | (30%)  | 29,140,690        | (27%) |
| Current Liabilities                                       | 7,511,370  | 9,887,544     | (24%)  | 10,136,812        | (26%) |
| Long-Term Liabilities                                     | 11,123,722 | 17,684,969    | (37%)  | 16,549,640        | (33%) |
| Deferred Tax Liability                                    | 1,453      | 13,954        | (90%)  | 1,587             | (8%)  |
| Other Liabilities   | 2,494,972  | 2,602,303     | (4%)   | 2,452,651         | 2%    |
| Consolidated Stockholders' Equity                         | 42,217,201 | 29,257,434    | 44%    | 29,665,487        | 42%   |
| Non-controlling Interest                                  | 158        | 181           | (13%)  | 170               | (7%)  |
| Stockholders' Equity Attributable to Controlling Interest | 42,217,043 | 29,257,253    | 44%    | 29,665,317        | 42%   |



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

#### **CEMEX Holdings Philippines, Inc.**

(Thousands of U.S. Dollars, except per share amounts)

|   | January - June |           |       | Second Quarter |          |       |
|---|----------------|-----------|-------|----------------|----------|-------|
| INCOME STATEMENT                              | 2020           | 2019      | % var | 2020           | 2019     | % var |
| Net sales                                     | 190,354        | 237,747   | (20%) | 79,418         | 118,038  | (33%) |
| Cost of sales                                 | (115,496)      | (139,977) | 17%   | (50,973)       | (64,637) | 21%   |
| Gross profit                                  | 74,858         | 97,770    | (23%) | 28,445         | 53,401   | (47%) |
| Selling and Administrative expenses           | (27,257)       | (29,752)  | 8%    | (12,142)       | (15,639) | 22%   |
| Distribution expenses                         | (34,693)       | (39,986)  | 13%   | (13,684)       | (21,706) | 37%   |
| Operating earnings before other expenses, net | 12,908         | 28,032    | (54%) | 2,619          | 16,056   | (84%) |
| Other income (expenses), net                  | (27)           | 202       | N/A   | (268)          | 79       | N/A   |
| Operating earnings (loss)                     | 12,881         | 28,234    | (54%) | 2,351          | 16,135   | (85%) |
| Financial expenses, net                       | (10,566)       | (13,754)  | 23%   | (5,063)        | (6,937)  | 27%   |
| Foreign exchange gain (loss), net             | (6)            | 5,280     | N/A   | 1,315          | 5,627    | (77%) |
| Net income (loss) before income taxes         | 2,309          | 19,760    | (88%) | (1,397)        | 14,825   | N/A   |
| Income tax benefit (expenses)                 | 361            | (4,323)   | N/A   | 2,309          | (2,601)  | N/A   |
| Consolidated net income (loss)                | 2,670          | 15,437    | (83%) | 912            | 12,224   | (93%) |
| Non-controlling interest net income (loss)    | 0              | 0         |       | 0              | 0        |       |
| Controlling Interest net income (loss)        | 2,670          | 15,437    | (83%) | 912            | 12,224   | (93%) |
| Operating EBITDA                              | 36,593         | 45,635    | (20%) | 15,264         | 24,612   | (38%) |

|   |           | as of June 30 |        | as of December 3 | 1     |
|---|-----------|---------------|--------|------------------|-------|
| BALANCE SHEET   | 2020      | 2019          | % Var  | 2019             | % Var |
| Total Assets  | 1,271,297 | 1,160,153     | 10%    | 1,161,259        | 9%    |
| Cash and Temporary Investments                            | 105,798   | 83,433        | 27%    | 27,630           | 283%  |
| Derivative Asset  | 0         | 214           | (100%) | 0                |       |
| Trade Accounts Receivables                                | 17,731    | 21,082        | (16%)  | 17,633           | 1%    |
| Other Receivables   | 783       | 1,665         | (53%)  | 1,836            | (57%) |
| Insurance Claims and Premium Receivables                  | 7,221     | 10            | 72110% | 8,798            | (18%) |
| Inventories   | 47,777    | 67,387        | (29%)  | 59,507           | (20%) |
| Assets Held for Sale                                      | 0         | 0             |        | 0                |       |
| Other Current Assets                                      | 35,685    | 26,421        | 35%    | 33,025           | 8%    |
| Current Assets  | 214,995   | 200,212       | 7%     | 148,429          | 45%   |
| Fixed Assets  | 426,427   | 343,778       | 24%    | 393,715          | 8%    |
| Investments in an Associate and Other Investments         | 283       | 275           | 3%     | 278              | 2%    |
| Other Assets and Noncurrent Accounts Receivables          | 17,533    | 19,240        | (9%)   | 16,532           | 6%    |
| Advances to Contractors                                   | 27,660    | 38,799        | (29%)  | 31,722           | (13%) |
| Deferred Income Taxes - net                               | 25,304    | 14,139        | 79%    | 20,431           | 24%   |
| Goodwill  | 559,095   | 543,710       | 3%     | 550,152          | 2%    |
| Other Assets  | 629,875   | 616,163       | 2%     | 619,115          | 2%    |
| Total Liabilities   | 424,071   | 589,164       | (28%)  | 575,448          | (26%) |
| Current Liabilities                                       | 150,739   | 192,965       | (22%)  | 200,174          | (25%) |
| Long-Term Liabilities                                     | 223,233   | 345,140       | (35%)  | 326,810          | (32%) |
| Deferred Tax Liability                                    | 29        | 272           | (89%)  | 31               | (6%)  |
| Other Liabilities   | 50,070    | 50,787        | (1%)   | 48,433           | 3%    |
| Consolidated Stockholders' Equity                         | 847,225   | 570,988       | 48%    | 585,811          | 45%   |
| Non-controlling Interest                                  | 3         | 4             | (25%)  | 3                | 0%    |
| Stockholders' Equity Attributable to Controlling Interest | 847,222   | 570,984       | 48%    | 585,808          | 45%   |



#### **Newly issued PFRS effective in 2019**

#### PFRS 16, Leases ("PFRS 16")

In summary, beginning January 1, 2019, PFRS 16 introduces a single lessee accounting model and requires a lessee to recognize, for all leases, allowing exemptions in case of leases with a term of less than 12 months or when the underlying asset is of low value, assets for the right-of-use of the underlying asset against a corresponding financial liability, representing the net present value of estimated lease payments under the contract, with a single income statement model in which a lessee recognizes amortization of the right-of-use asset and interest on the lease liability. After concluding the inventory and measurement of its leases, CEMEX Holdings Philippines, Inc. and Subsidiaries adopted PFRS 16 using the full retrospective approach by means of which it determined an opening cumulative effect in its statement of financial position as of January 1, 2017 as follows:

| (Thousands of Philippine Pesos) | As of January 1, 2017 |
|---------------------------------|-----------------------|
| Assets for the right-of-use     | 2,187,292             |
| Deferred income tax assets      | 33,509                |
| Deferred income tax liability   | (3,053)               |
| Lease liabilities               | 2,309,165             |
| Retained earnings <sup>1</sup>  | (85,311)              |

<sup>&</sup>lt;sup>1</sup> The initial effect in retained earnings refers to a temporary difference between the straight-line amortization expense of the right-of-use asset and the amortization of the financial liability under the effective interest rate method since origination of the contracts. This difference will reverse over the remaining term of the contracts.

As of June 30, 2020 and 2019, assets for the right-of-use amounted to PHP 2,070 million and PHP 1,932 million, respectively. In addition, financial liabilities related to lease contracts amounted to PHP 2,324 million as of June 30, 2020 and PHP 2,112 million as of June 30, 2019. These amounts of financial liabilities as of June 30, 2020 and 2019 are included in the "Debt Information" section appearing on page 4.

#### 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 2020 and 2019 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, 2020 has been converted at the end of period exchange rate of 49.83 Philippine pesos per US dollar while the consolidated income statement for the six-month period ended June 30, 2020 has been converted at the January to June 2020 average exchange rate of 50.55 Philippine pesos per US dollar. On the other hand, the consolidated income statement for the three-month period ended June 30, 2020 has been converted at the April to June 2020 average exchange rate of 50.28 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  | Januar  | January - June |         | Second Quarter |               | January - June |  |
|-----------------|---------|----------------|---------|----------------|---------------|----------------|--|
|                 | 2020    | 2019           | 2020    | 2019           | 2020          | 2019           |  |
|                 | average | average        | average | average        | End of period | End of period  |  |
| Philippine peso | 50.55   | 51.97          | 50.28   | 51.84          | 49.83         | 51.24          |  |

Amounts provided in units of local currency per US dollar

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#### **CHP REPORTS SECOND QUARTER 2020 RESULTS**

MANILA, PHILIPPINES. JULY 28, 2020 – CEMEX HOLDINGS PHILIPPINES, INC. ("CHP") (PSE: CHP), announced today that consolidated net sales decreased by 22%, reaching PHP 9.6 billion during the first six months of 2020, versus the comparable period in 2019. Sales decreased by 35% year-over-year in the second quarter, reaching about PHP 4.0 billion.

Domestic cement volumes decreased by 17% during the first half of 2020 versus the same period in 2019. For the quarter, domestic cement volumes declined by 31% year-over-year. CHP's domestic cement prices during the second quarter and first half of the 2020 were 6% lower year-over-year, reflecting declines during the second half of 2019.

Operating EBITDA during the first six months of 2020 was at PHP 1.8 billion, a decrease of 22% versus the same period in 2019.

Operating EBITDA margin was flat year-over-year at 19% for the first half of 2020, impacted by lower volumes and prices, which were partially offset by cost reduction initiatives and lower absolute distribution expenses.

Net income was at PHP 135 million for the first six months of 2020 versus PHP 802 million in the same period last year. Operating earnings were adversely affected by lower activity due to COVID-19 guarantine measures.

Ignacio Mijares, CHP President and CEO, said: "The second quarter was very challenging for our company, with our volumes adversely impacted by quarantine measures nationwide. But we have seen construction activity gradually return with the easing of restrictions, starting the second half of May.

We remain committed to supplying the Philippines with high quality cement to build the country for many years to come. By acting safely always, working together as one team, and focusing on the tasks at hand, I am encouraged that we will be able to surmount the challenges that lie ahead."

On June 30, CHP reached an agreement with BDO Unibank, Inc. amending the Term Loan Facility Agreement dated February 1, 2017, entered into by and between CHP, as the Borrower, and BDO Unibank, Inc., as the Lender, so that CHP is required to comply with certain financial covenants commencing on June 30, 2021. No other new or revised terms and conditions to the Facility Agreement were made.

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.

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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.