

# First Quarter 2022 Results



Building a better future

SALÓN DE LA FAMA  
DEL BEISBOL MEXICANO

Mexican Professional Baseball Hall of Fame, Monterrey, Mexico  
Built with Pisocret, part of our Vertua family of sustainable products

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Readers should review future reports filed by us with the U.S. Securities and Exchange Commission and the Mexican Stock Exchange (Bolsa Mexicana de Valores). This presentation also includes statistical data regarding the production, distribution, marketing and sale of cement, ready mix concrete, clinker, aggregates and Urbanization Solutions. Unless the context indicates otherwise, all references to pricing initiatives, price increases or decreases, refer to CEMEX’s prices for CEMEX’s products. We generated some of this data internally, and some was obtained from independent industry publications and reports that we believe to be reliable sources. We have not independently verified this data nor sought the consent of any organizations to refer to their reports in this presentation.

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# Key achievements in 1st Quarter 2022

- Double digit growth in Sales with all regions contributing
- Expanding EBITDA led by 33% growth in EMEA
- Consolidated cement prices growing double-digit
- Strong underlying demand conditions with robust volume growth in US and Europe
- Urbanization Solutions Sales and EBITDA growing 11% and 10%, respectively
- Continued rollout of our growth investments
- Repurchased ~1.5% of shares in quarter
- Reduction of 4% in CO<sub>2</sub> emissions vs 1Q21

# Future in Action yielding significant results

## Vertua family of sustainable products



**Vertua**

- Sales of Vertua cement and concrete volumes doubled in 1Q22
- Represents >30% of cement and ready-mix volumes sold
- Goal of 50% of cement and ready-mix sales by 2025

**4% CO<sub>2</sub> reduction,  
with 7 plants below  
2030 target**

- Alternative fuels increased 7.3pp to new high of 33.3%
- Reduced clinker factor by 1.6pp to 74.5%
- 6 out of 8 plants in the US producing limestone cement

## Unlocking opportunities through innovation



**smart\_innovation**

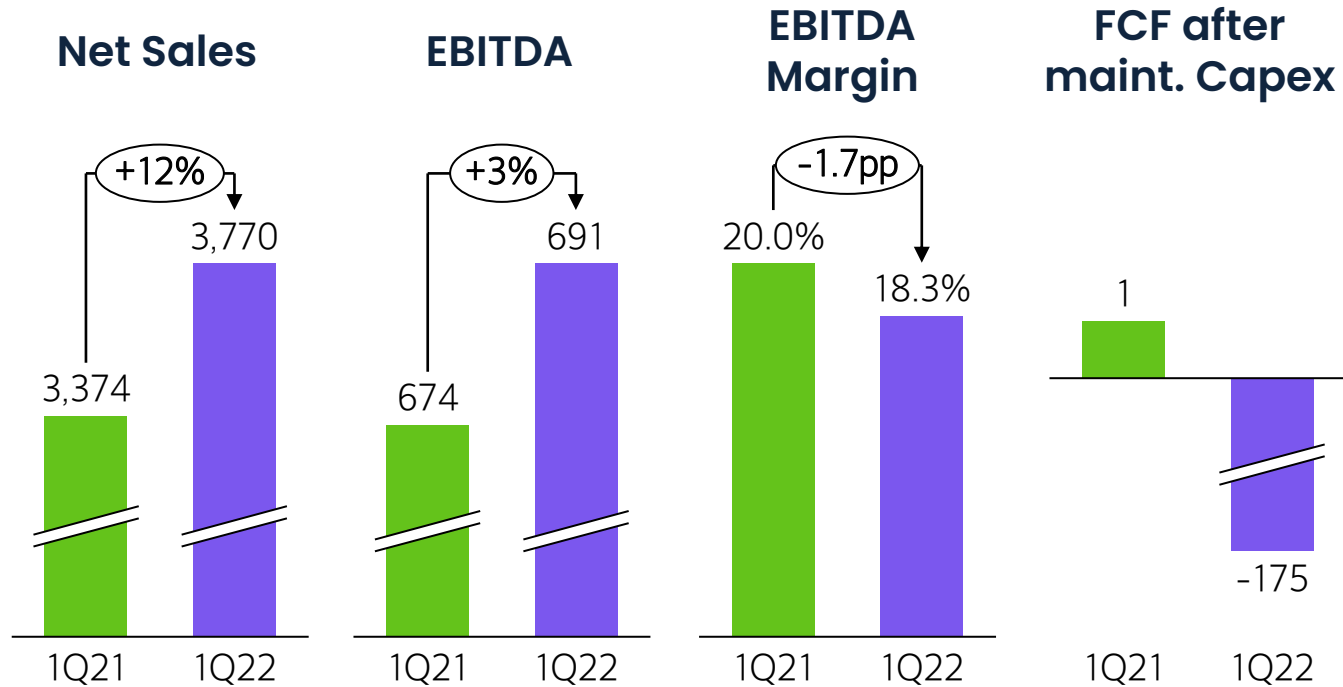
- Participating in 7 CCUS industrial pilots
  - Successfully converted 50% of the CO<sub>2</sub> directly from the flue gases of our kilns, into carbon nanomaterials
    - Established new consortium for Rüdersdorf Carbon Neutral Alliance to convert CO<sub>2</sub> into jet fuel

## 6<sup>th</sup> Integrated Annual Report



- Material progress in Climate Action
- Introduced significant corporate governance changes
- Available at [cemex.com](http://cemex.com)

# Sales and EBITDA growth driven by pricing

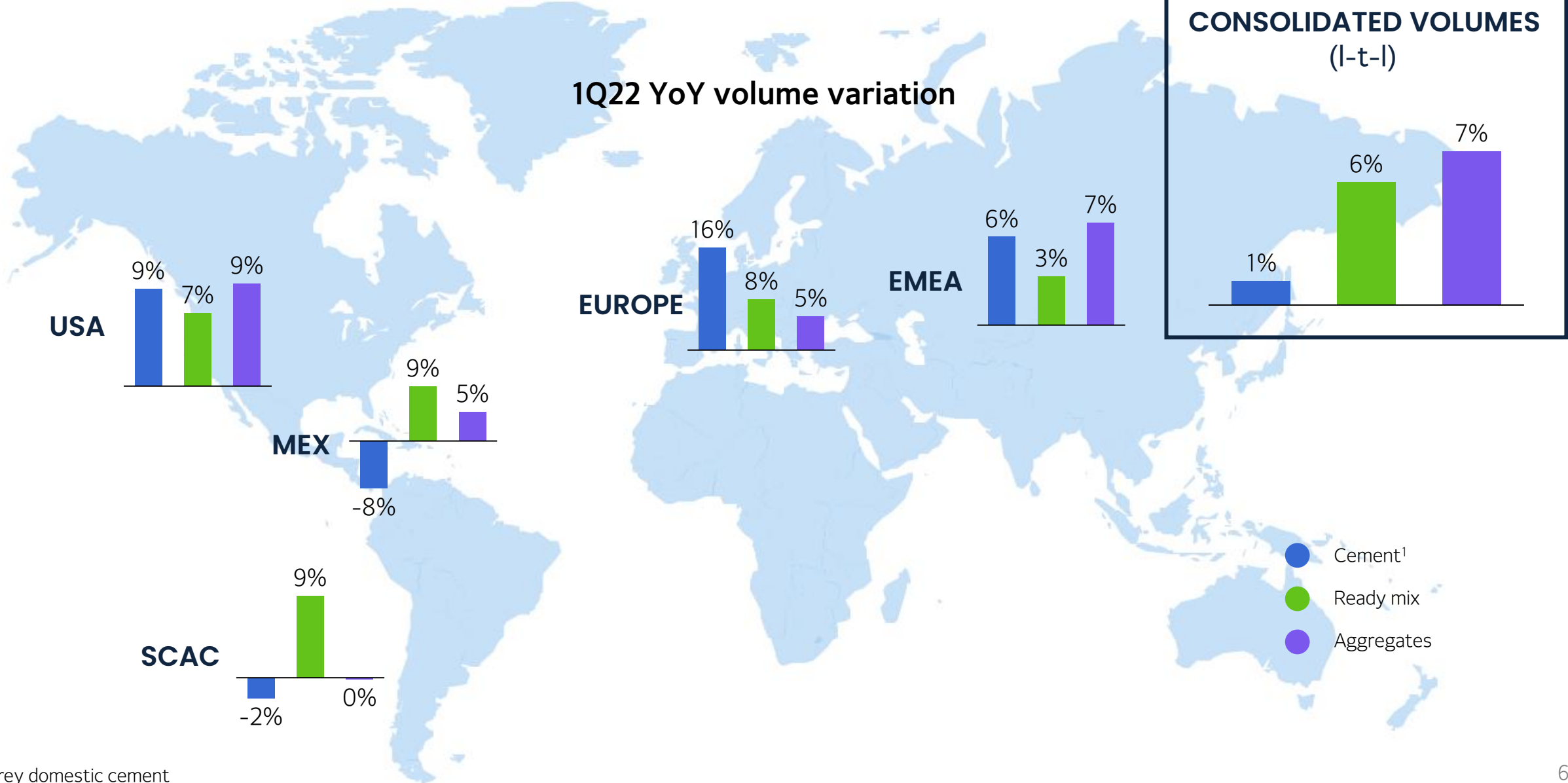


Sales growth in all four regions  
Double-digit EBITDA growth in EMEA



# Robust volume performance in Europe and US

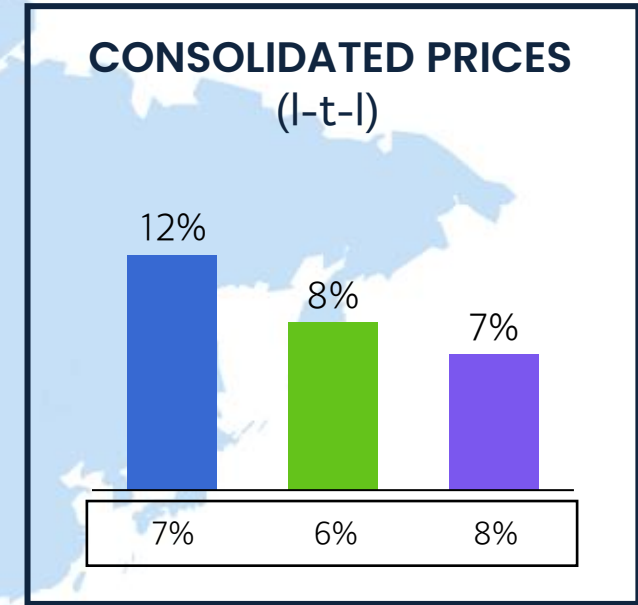
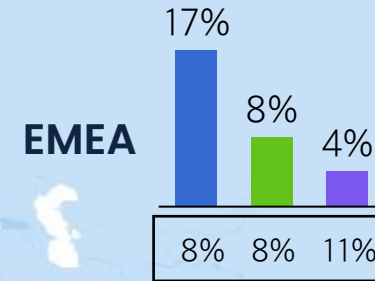
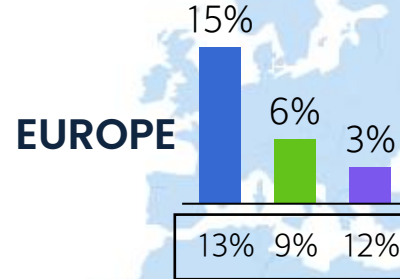
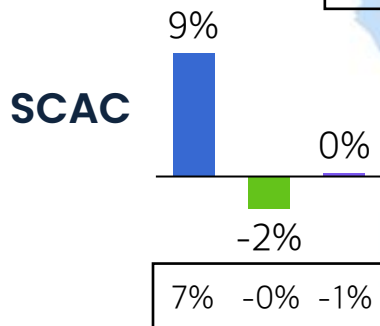
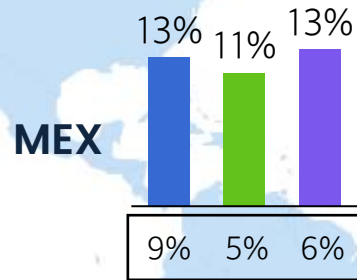
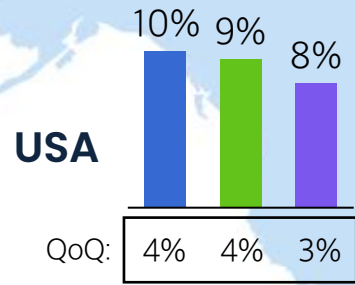
1Q22 YoY volume variation







1) Grey domestic cement

# Against unprecedented inflation, we achieved high single digit and double-digit growth in consolidated pricing

1Q22 YoY and QoQ price variation



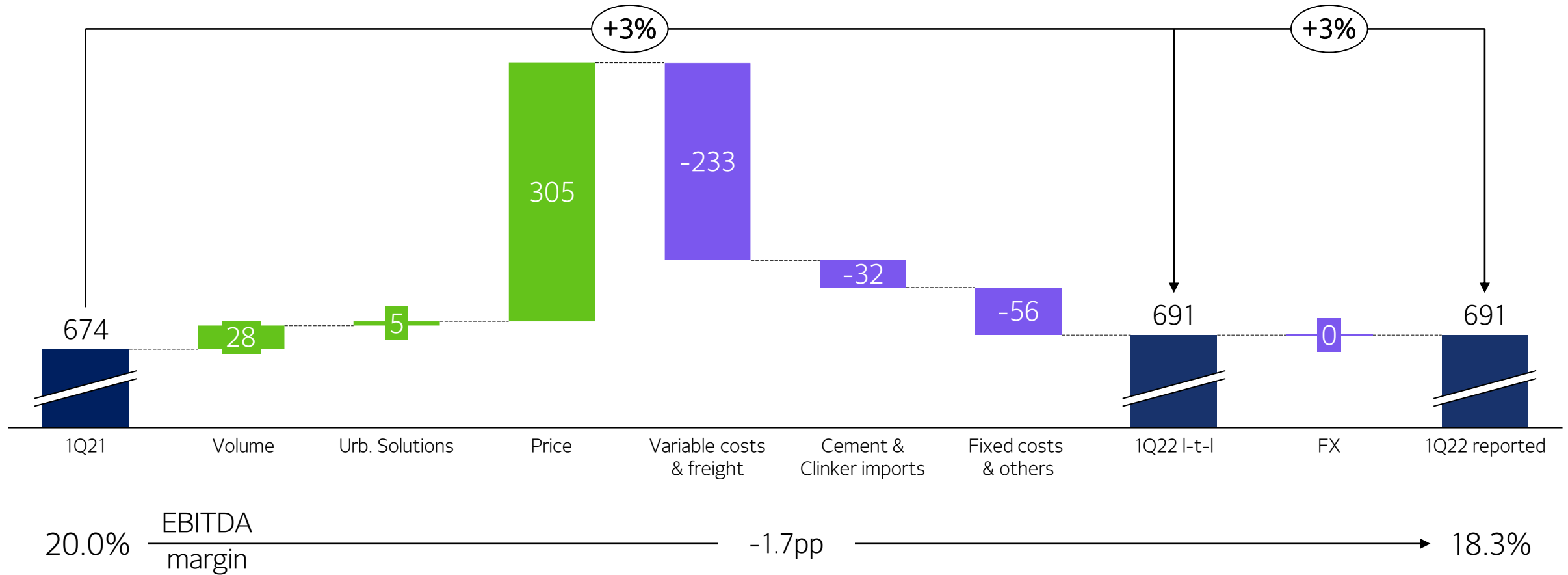
-  Sequential (4Q21 to 1Q22)
-  Cement<sup>1</sup>
-  Ready mix
-  Aggregates

1) Grey domestic cement

Note: For CEMEX, SCAC, Europe and EMEA, prices (l-t-l) are calculated on a volume-weighted average basis at constant foreign-exchange rates

# Strong consolidated pricing gain covering variable plus import cost increase

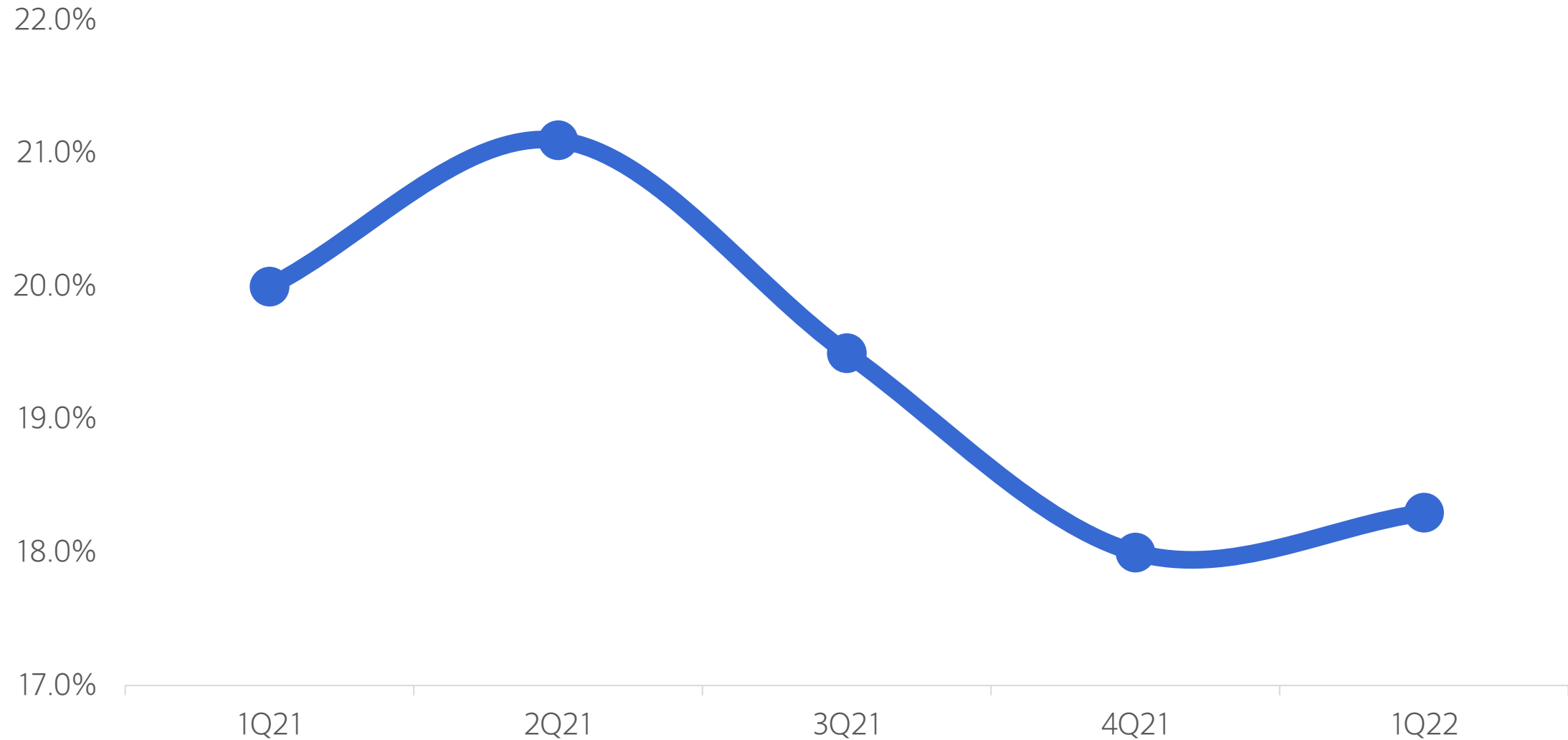
1Q22 EBITDA variation





# Aiming to recover EBITDA margins

## EBITDA margin evolution



# Regional Highlights



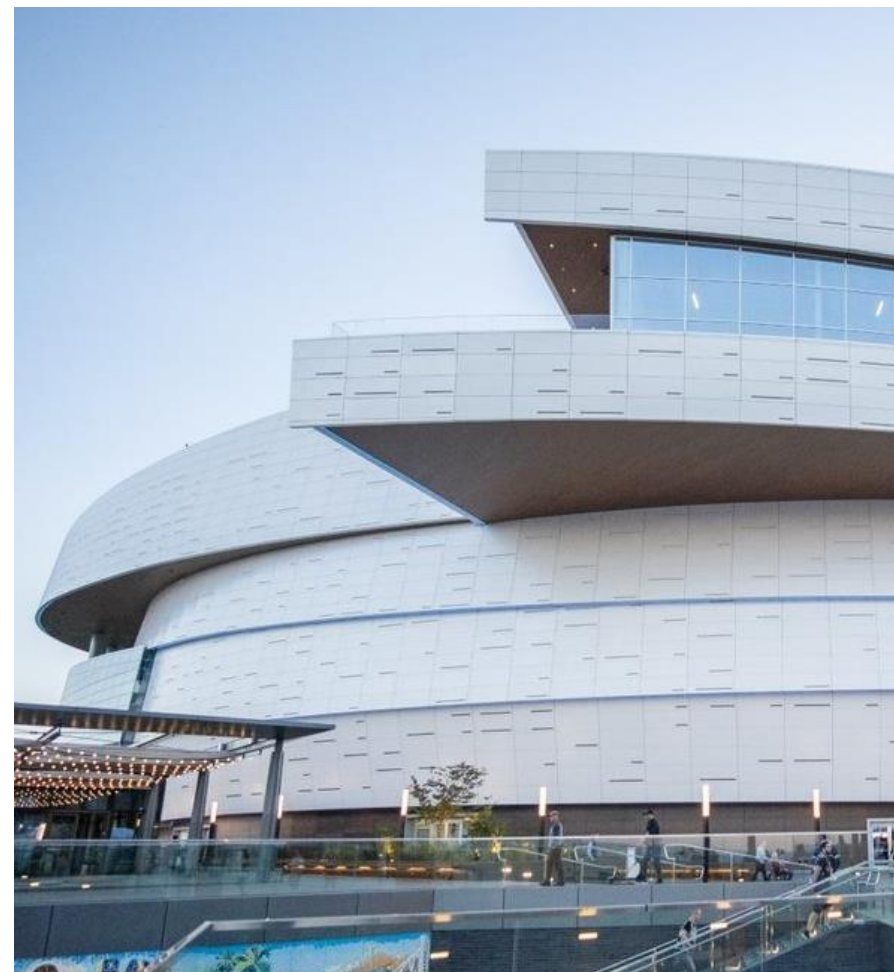
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Zoncuantla Apartments, Coatepec, Mexico  
Built with Hidratium, part of our Vertua family of sustainable products

# US: Strong volume and price performance with sequential margin improvement

	1Q22	YTD 1Q22
Net Sales	1,196	1,196
% var (l-t-l)	18%	18%
Operating EBITDA	200	200
% var (l-t-l)	2%	2%
Operating EBITDA margin	16.8%	16.8%
pp var	(2.6pp)	(2.6pp)

- Growth in Sales reflecting double-digit cement pricing and high single-digit volumes
- Volume growth attributable to industrial and residential segments
- Sequential cement prices up 4%, reflecting price increases in markets representing 40% of volumes
- Remaining markets repriced in April and subsequent pricing increases for summer months have been announced
- Sequential margin improvement of 0.9pp



Chase Center, California, United States  
Built with CEMSlag, part of our Vertua family of sustainable products



# Mexico: Successful pricing strategy driving 5% top-line growth



The Reflection Space, Monterrey, Mexico  
Built with Evolution, part of our Vertua family of sustainable products

	1Q22	YTD 1Q22
Net Sales	881	881
% var (l-t-l)	5%	5%
Operating EBITDA	286	286
% var (l-t-l)	(6%)	(6%)
Operating EBITDA margin	32.5%	32.5%
pp var	(3.9pp)	(3.9pp)

- Formal activity accelerating in industrial and formal housing sector demand
- Record traction of January price announcement
- EBITDA negatively impacted by higher energy costs and product mix effect
- Sequential margin improvement of 3.5pp
- April 1<sup>st</sup> price increase for bagged cement announced to offset rising energy cost inflation and showing similar traction

# EMEA: EBITDA grew 33% with a ~2pp increase in margin, despite significant volatility

	1Q22	YTD 1Q22
Net Sales	1,185	1,185
% var (l-t-l)	14%	14%
Operating EBITDA	145	145
% var (l-t-l)	33%	33%
Operating EBITDA margin	12.3%	12.3%
pp var	1.9pp	1.9pp

- Double-digit top line growth driven by prices and volumes
- Solid pricing performance across all products
- Prices for our three core products in Europe increasing between 9% and 13% sequentially
- Resilient European operations relatively insulated against recent volatility
- Strong construction activity in Israel, coupled with continued improvement in Egypt's EBITDA



Duo Towers, Paris, France  
Built with Vertua Concrete, part of our Vertua family of sustainable products  
Picture by Jad Sylla Photography

# SCAC: Improved conditions paving the way for successful pricing



978 Building, Bogota, Colombia  
 Built with Vertua Concrete, part of our Vertua family of sustainable products

	1Q22	YTD 1Q22
Net Sales	416	416
% var (l-t-l)	9%	9%
Operating EBITDA	109	109
% var (l-t-l)	(3%)	(3%)
Operating EBITDA margin	26.3%	26.3%
pp var	(2.6pp)	(2.6pp)

- Top-line driven by 9% growth in cement prices
- Formal sector activity improving throughout portfolio while bagged cement returns to normalized levels
- Announcing second round of price increases in markets representing ~30% of our cement volumes
- In Colombia, activity driven by formal residential and infrastructure
- In the Dominican Republic, formal activity is improving on the back of tourism and reactivation of formal housing



# Financial Developments

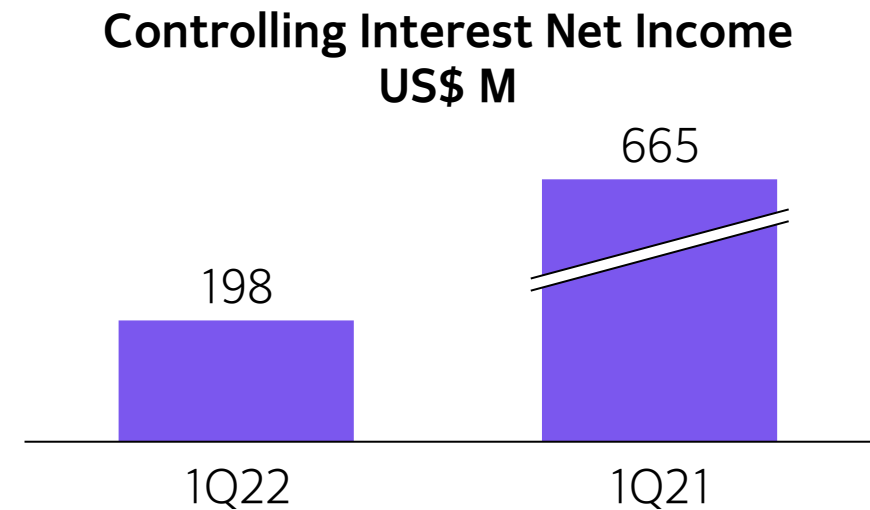
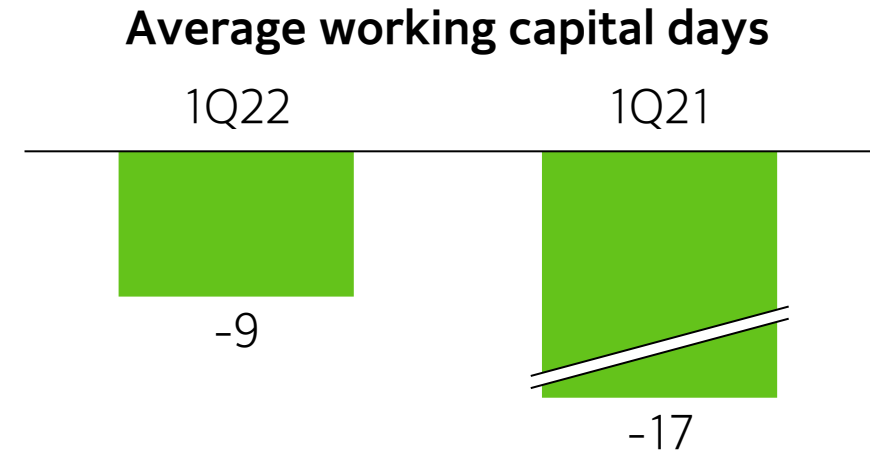


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Avancer Tower, San Luis, Mexico  
Built with Fortis, part of our Vertua family of sustainable products

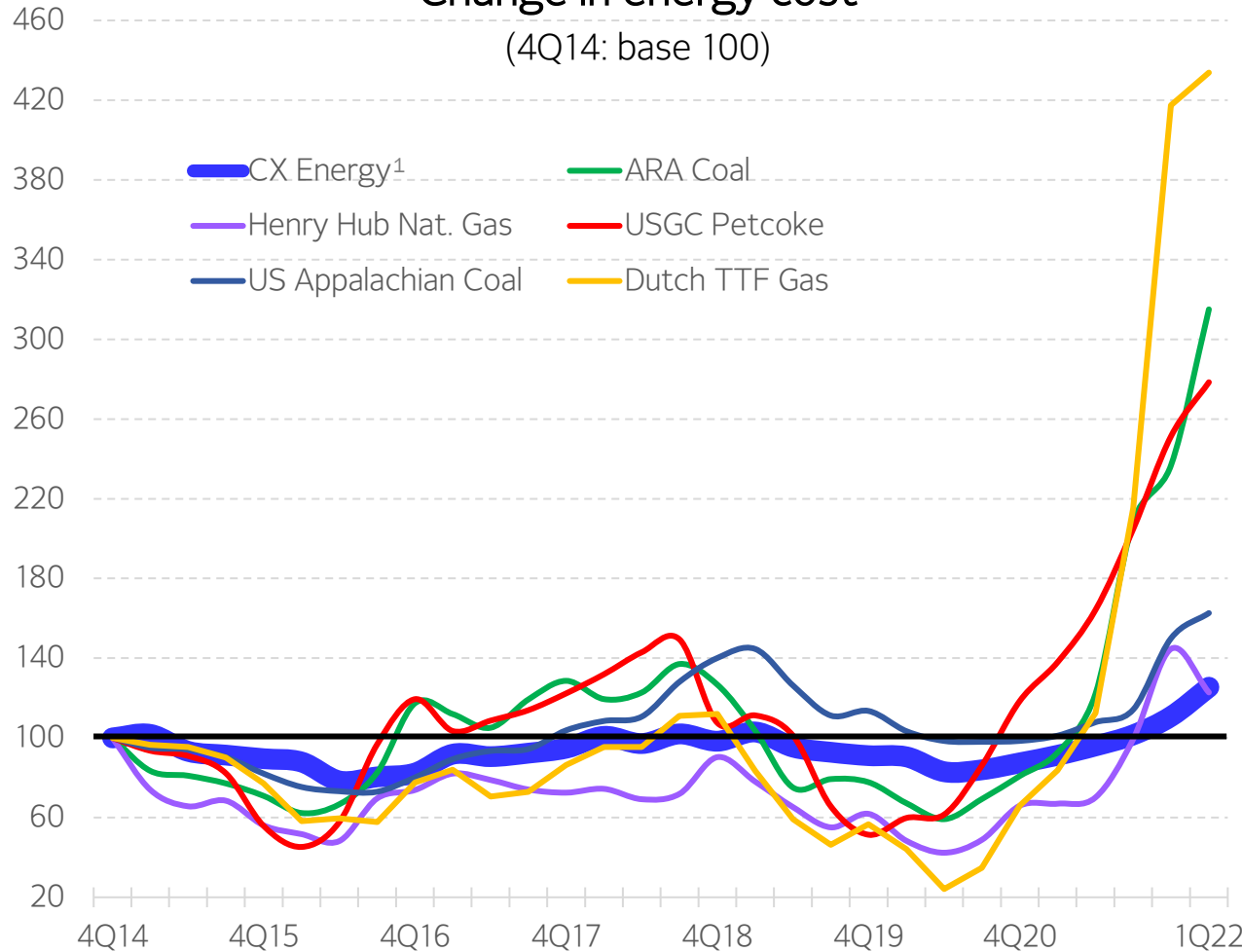
# Lower FCF driven by higher investment in working capital and maintenance capex

	First Quarter	
	2022	2021
Operating EBITDA	691	674
- Net Financial Expense	128	170
- Maintenance Capex	182	96
- Change in Working Capital	498	346
- Taxes Paid	50	48
- Other Cash Items (net)	17	21
- Free Cash Flow Discontinued Operations	(9)	(7)
Free Cash Flow after Maintenance Capex	(175)	1
- Strategic Capex	76	53
Free Cash Flow	(251)	(53)



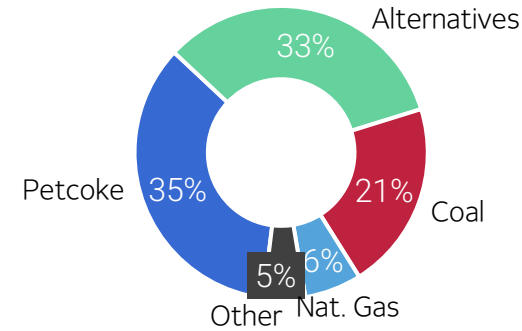
# Partially mitigating energy volatility

Change in energy cost  
(4Q14: base 100)

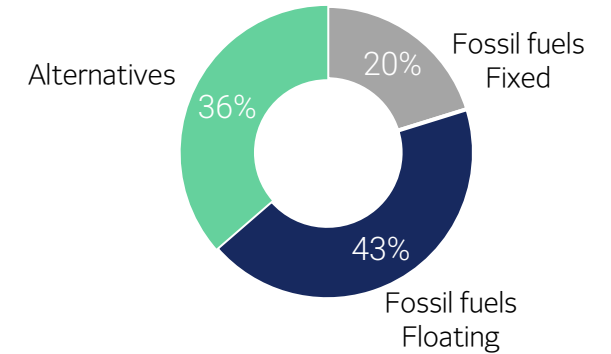


Kiln fuels - 5% of COGS + Operating Exp. in 2021

YTD 1Q22  
Fuel Source<sup>2</sup>

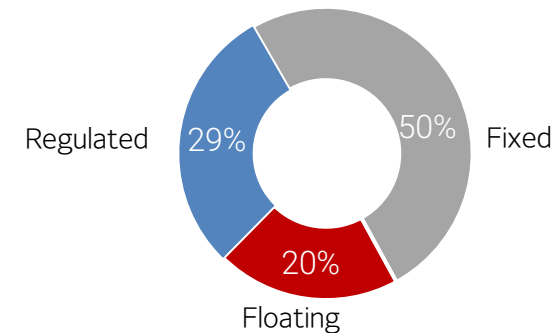


2022  
Fuel price structure<sup>2</sup>



Electricity - 4% of COGS + Operating Exp. in 2021

2022  
Power price structure<sup>2</sup>



1) CX energy cost (kiln fuel and electricity) per ton of cement produced  
2) Based on expected consumption of kilocalories for fuels, and consumption of megawatt hours for power



# Executed highly accretive transactions amid current environment

- Successful early bond tender results for a principal amount of ~\$440 million, achieving annual interest savings >\$11 million
- Repurchased \$111 million of our shares, equivalent to 1.5% of outstanding shares
- Closed \$300 million interest rate locks, mitigating interest rate risk on potential future liability management transaction
- Introducing our sustainability-linked framework in \$215 million of securitization programs

# | 2022 Outlook



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# 2022 guidance<sup>1</sup>

Operating EBITDA <sup>2</sup>	Mid single-digit growth
Consolidated volume growth	Flat for Cement Low to mid single-digit for Ready mix Low to mid single-digit for Aggregates
Energy cost/ton of cement produced	~35% increase
Capital expenditures	~\$1,200 million total ~\$700 M Maintenance, ~\$500 M Strategic
Investment in working capital	~\$150 million
Cash taxes	~\$200 million
Cost of debt <sup>3</sup>	Reduction of ~\$20 million

1) Reflects CEMEX's current expectations

2) Like-to-like for ongoing operations

3) Including perpetual bonds and subordinated notes with no fixed maturity



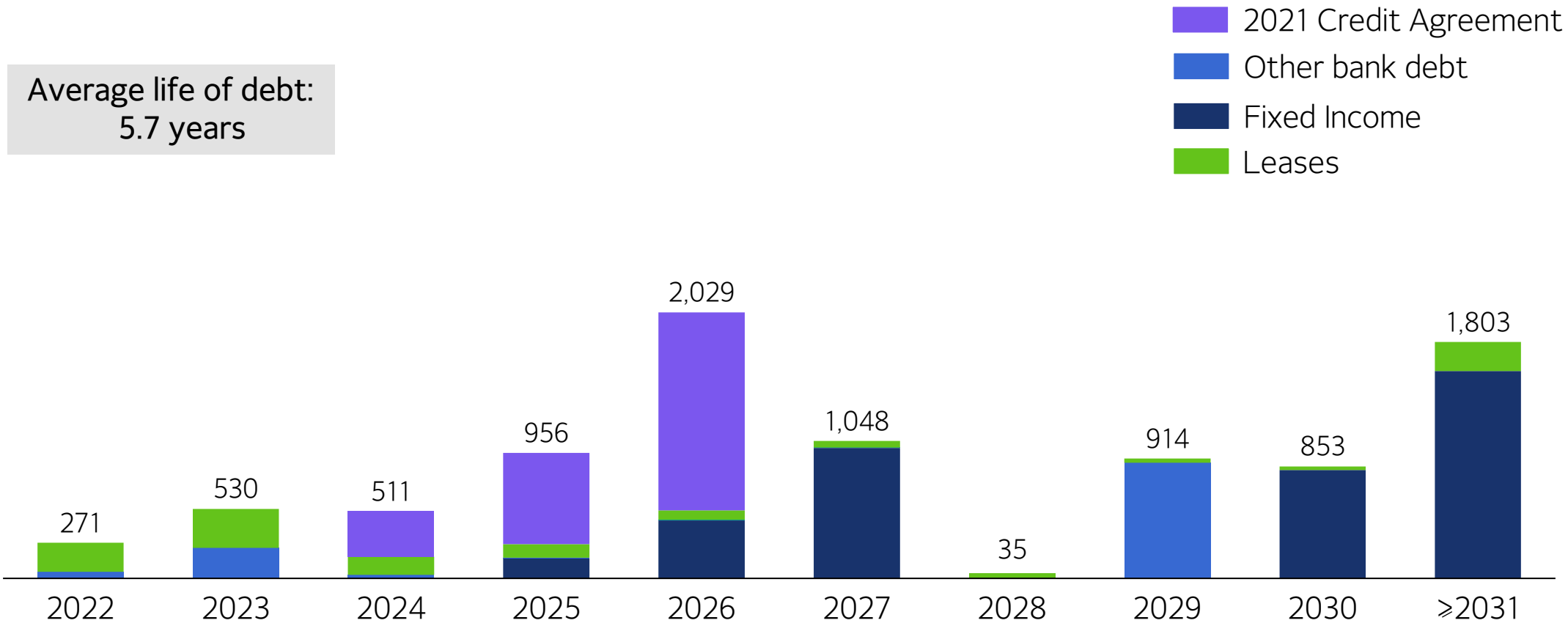
# | Appendix



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# Debt maturity profile as of March 31, 2022 (Proforma)

Proforma<sup>1</sup> total debt as of March 31, 2022: \$8,951 million



Millions of U.S. dollars

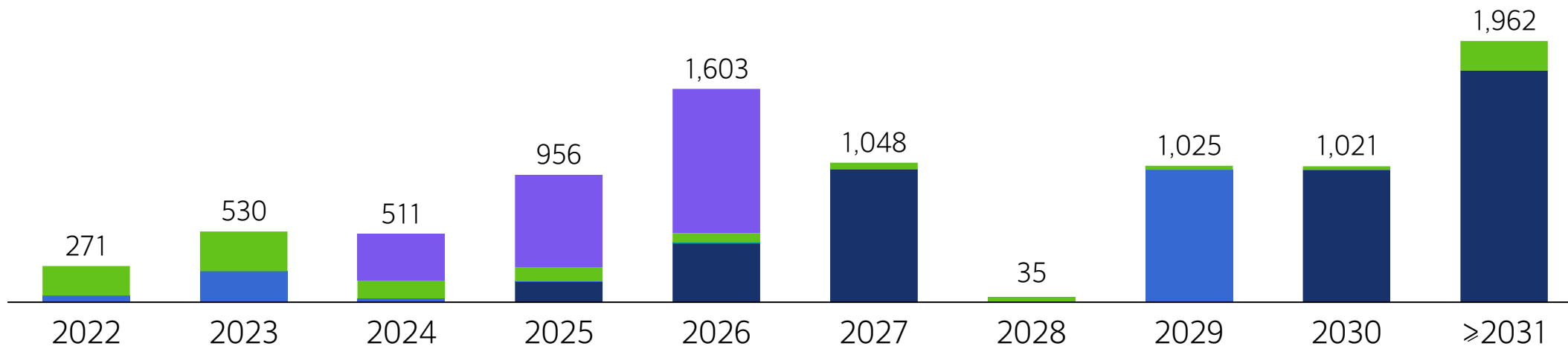
1) Giving proforma effect to the purchase of \$438.8 M aggregate principal amount of the following Notes: \$167.9 principal amount of the 5.20% Notes due 2030, \$111.6 M principal amount of the 5.45% Notes due 2029, and \$159.3 M principal amount of the 3.875% Notes due 2031, that were validly tendered by holders of the Notes during the tender offer dated March 28, 2022 and early settled on April 13, 2022 and finally settled on April 27. Additionally, reflects a drawdown of \$426 M of our Revolving Credit Facility to fund the purchase of these bonds.

# Debt maturity profile as of March 31, 2022

Total debt as of March 31, 2022: \$8,963 million

Average life of debt:  
6.0 years

- 2021 Credit Agreement
- Other bank debt
- Fixed Income
- Leases



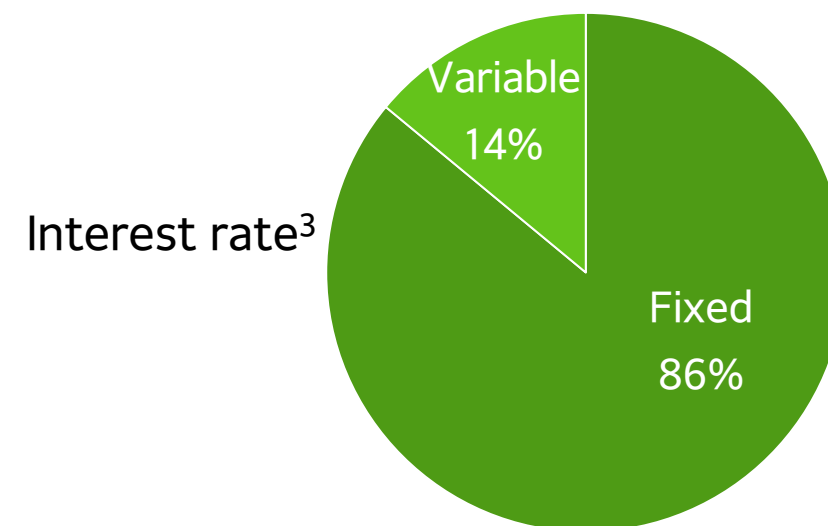
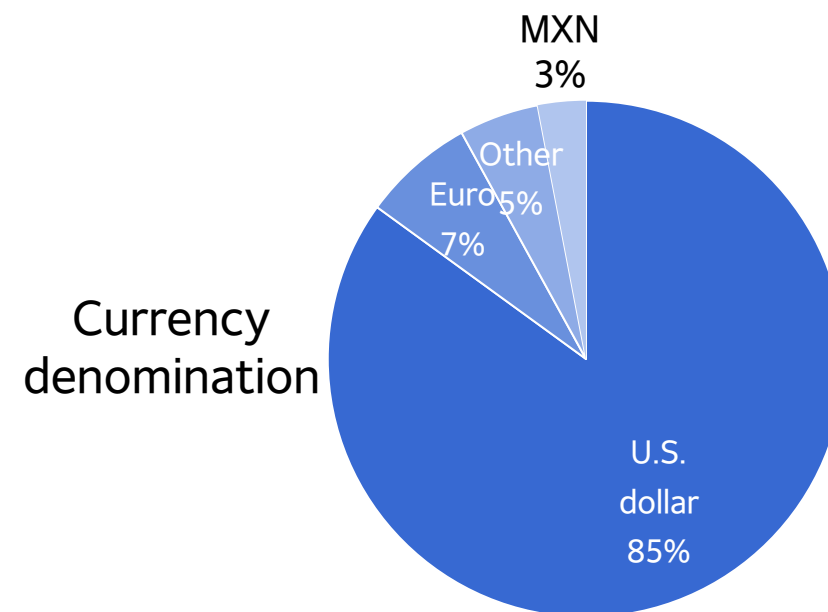


# Consolidated volumes and prices

		3M22 vs. 3M21	1Q22 vs. 1Q21	1Q22 vs. 4Q21
Domestic gray cement	Volume (l-t-l)	1%	1%	(2%)
	Price (USD)	10%	10%	7%
	Price (l-t-l)	12%	12%	7%
Ready mix	Volume (l-t-l)	6%	6%	(3%)
	Price (USD)	7%	7%	6%
	Price (l-t-l)	8%	8%	6%
Aggregates	Volume (l-t-l)	7%	7%	(3%)
	Price (USD)	5%	5%	8%
	Price (l-t-l)	7%	7%	8%

# Additional information on debt

	First Quarter		% var	Fourth Quarter
	2022	2021		2021
Total debt <sup>1</sup>	8,963	10,413	(14%)	8,555
Short-term	4%	8%		4%
Long-term	96%	92%		96%
Cash and cash equivalents	593	1,309	(55%)	613
Net debt	8,370	9,104	(8%)	7,942
Consolidated net debt <sup>2</sup>	8,266	9,583	(14%)	7,921
Consolidated leverage ratio <sup>2</sup>	2.83	3.66		2.73
Consolidated coverage ratio <sup>2</sup>	6.60	4.10		5.99



Millions of U.S. dollars

1) Includes leases, in accordance with International Financial Reporting Standard (IFRS)

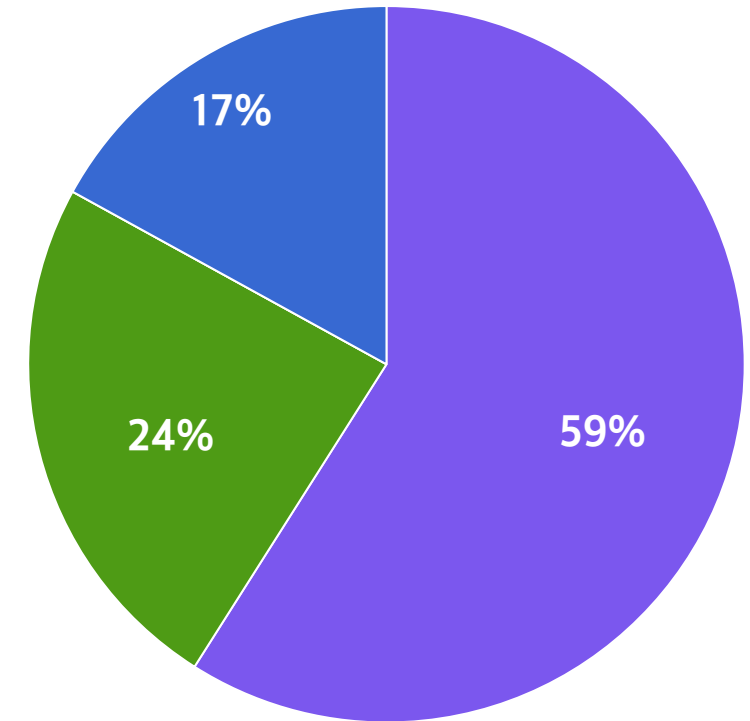
2) Calculated in accordance with our contractual obligations under the 2021 Credit Agreement.

3) Includes the effect of interest-rate swap instruments related to bank loans to fix floating rates with a nominal amount of US \$1,013 million

# Additional information on debt

	First Quarter		Fourth Quarter	
	2022	% of total	2021	% of total
Fixed Income	5,318	59%	5,330	62%
2021 Credit Agreement	2,127	24%	1,728	20%
Others <sup>1</sup>	1,518	17%	1,497	18%
<b>Total Debt</b>	<b>8,963</b>		<b>8,555</b>	

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





# 1Q22 volume and price summary: selected countries and regions

	Domestic gray cement 1Q22 vs. 1Q21			Ready mix 1Q22 vs. 1Q21			Aggregates 1Q22 vs. 1Q21		
	Volume	Price (USD)	Price (LC)	Volume	Price (USD)	Price (LC)	Volume	Price (USD)	Price (LC)
Mexico	(8%)	15%	13%	9%	13%	11%	5%	15%	13%
U.S.	9%	10%	10%	7%	9%	9%	9%	8%	8%
Europe	16%	8%	15%	8%	(0%)	6%	5%	(2%)	3%
Israel	N/A	N/A	N/A	1%	10%	6%	11%	10%	7%
Philippines	(6%)	1%	7%	N/A	N/A	N/A	N/A	N/A	N/A
Colombia	4%	(4%)	1%	14%	(5%)	1%	16%	(6%)	0%
Panama	5%	(6%)	(6%)	15%	(7%)	(7%)	20%	9%	9%
Dominican Republic	(4%)	15%	12%	32%	19%	15%	N/A	N/A	N/A

# 2022 expected volume outlook<sup>1</sup>: selected countries/regions

	Cement	Ready Mix	Aggregates
<b>CEMEX</b>	Flat	Low to mid single digit increase	Low to mid single digit increase
<b>Mexico</b>	Flat to low single digit decline	Mid single digit increase	Low to mid single digit increase
<b>USA</b>	Low single digit increase	Low single digit increase	Low single digit increase
<b>Europe</b>	Flat	Flat	Flat
<b>Colombia</b>	Low single digit increase	Low teens increase	N/A
<b>Panama</b>	Low to mid single digit increase	At least 25% increase	N/A
<b>Dominican Republic</b>	Flat	High single digit to low teens increase	N/A
<b>Israel</b>	N/A	Flat	Low single digit increase
<b>Philippines</b>	Mid single digit increase	N/A	N/A

1) Reflects CEMEX's current expectations. Volumes on a like-to-like basis

# Relevant ESG indicators

Carbon strategy	1Q22	1Q21	4Q21	2021
Kg of CO <sub>2</sub> per ton of cementitious	577	601	587	591
Alternative fuels (%)	33.3%	26.0%	30.3%	29.2%
Clinker factor	74.5%	76.1%	75.4%	75.8%

Low-carbon products	1Q22	1Q21	4Q21	2021
Blended cement as % of total cement produced	72.5%	67.8%	70.5%	68.3%
Vertua cement as % of total	34%	17%	N/A	N/A
Vertua concrete as % of total	31%	16%	N/A	N/A

Customers and suppliers	1Q22	1Q21	4Q21	2021
Net Promoter Score (NPS)	67	65	69	70
% of sales using CX Go	60%	64%	61%	62%

Health and safety	1Q22	1Q21	4Q21	2021
Employee fatalities	0	0	1	1
Employee L-T-I frequency rate	0.5	0.3	0.6	0.5
Operations with zero fatalities and injuries (%)	99%	99%	98%	95%



# Definitions

SCAC	South, Central America and the Caribbean
EMEA	Europe, Middle East, Africa and Asia
Cement	When providing cement volume variations, refers to domestic gray cement operations (starting in 2Q10, the base for reported cement volumes changed from total domestic cement including clinker to domestic gray cement)
LC	Local currency
I-t-I (like to like)	On a like-to-like basis adjusting for currency fluctuations and for investments/divestments when applicable
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
Operating EBITDA	Operating earnings before other expenses, net plus depreciation and operating amortization
IFRS	International Financial Reporting Standards, as issued by the International Accounting Standards Board
Pp	Percentage points
Prices	All references to pricing initiatives, price increases or decreases, refer to our prices for our products
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
TCL Operations	Trinidad Cement Limited includes Barbados, Guyana, Jamaica and Trinidad and Tobago
USD	U.S. dollars
% var	Percentage variation

# Contact Information

## Investors Relations

In the United States  
+1 877 7CX NYSE

In Mexico  
+52 81 8888 4292

[ir@cemex.com](mailto:ir@cemex.com)

## Stock Information

NYSE (ADS):  
CX

Mexican Stock Exchange:  
CEMEXCPO

Ratio of CEMEXCPO to  
CX:  
10 to 1