



ELEMENTIA ANNOUNCES FIRST QUARTER 2019¹ RESULTS

Mexico City, April 25, 2019 - Elementia, S.A.B. de C.V. (BMV: ELEMENT*) (“the Company”, or “Elementia”) announced today its financial and operating results for the first quarter (“1Q19”). Figures in this report are unaudited and have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB). Figures are stated in nominal Mexican pesos (\$).

Main Highlights

- During 1Q19, Elementia reported 6% and 7% decline in consolidated revenues and EBITDA, respectively. These results reflect an EBITDA increase in Cement and Building Systems, which did not offset the decline in Metal Products.
- On April 25, 2019, the General Shareholders’ Meeting approved the proposed strategic corporate restructuring.
- Leverage ratio was 3.62x in 1Q19.

The Company’s strategic focus for 2019 will be based on the following points:

1) Cement U.S. – stabilization and growth	<ul style="list-style-type: none"> • Progress according to plans • 	●
2) Building Systems U.S. - stabilization and growth	<ul style="list-style-type: none"> • Progress according to plans 	●
3) Building Systems LatAm - return to profitability	<ul style="list-style-type: none"> • Progress according to plans 	●
4) Metal Products – stabilization, return to profitability and generation of cash flow	<ul style="list-style-type: none"> • In progress, target goal 4Q19 	●

¹ Elementia’s 1Q19 earnings conference call will take place on April 26, 2019. Dial-in information can be found in the annexes of this document. The report, transcript and audio of the results can be downloaded at www.elementia.com.

Operating and financial highlights

MXN millions	First quarter		
	2019	2018	Δ%
Net Sales	6,516	6,905	(6%)
Cost of sales	5,073	5,372	(6%)
Gross profit (loss)	1,443	1,533	(6%)
% of net sales	22%	22%	(0.1 pp)
Operating expenses	1,113	1,045	7%
Operating income (loss)	330	488	(32%)
% of net sales	5%	7%	(2.0 pp)
EBITDA	856	923	(7%)
% of net sales	13%	13%	(0.23 pp)
Comprehensive financing result, net	(309)	(366)	(16%)
Income (loss) before income taxes	21	122	(83%)
Income tax	157	251	(37%)
Net Income (loss)	(136)	(129)	5%
Working Capital	3,862	4,033	(4%)
Receivables, net	3,874	3,445	12%
Inventories, net	5,097	5,279	(3%)
Payables	5,109	4,691	9%
Free Cash Flow	(450)	(745)	(40%)
Operating	228	272	(16%)
Investments	(305)	(447)	(32%)
Financing	(373)	(570)	(35%)
Cash and cash equivalents	1,790	2,116	(15%)
Total Debt	16,034	16,091	(0%)
Employees	6,510	7,133	(9%)

Net sales

Net sales per business unit

	MXN millions	1Q19	1Q18	Δ% Year/Year
Cement Mexico		1,277	1,260	1%
Cement United States		979	778	26%
Cement Central America		107		-
Metal Products		2,089	2,652	(21%)
Building Systems United States		913	821	11%
Building Systems LatAm		949	1,219	(22%)
Total Elementia ¹		6,314	6,730	(6%)

Net sales per destination

	MXN millions	1Q19	1Q18	Δ% Year/Year
United States		2,469	2,326	6%
Mexico		2,948	3,455	(15%)
Central America		303	284	7%
South America		658	712	(8%)
Rest of the World		138	128	8%
Total Elementia ¹		6,516	6,905	(6%)

¹) Does not include holding and eliminations

For 1Q19, consolidated net sales reached \$6,516 million, down 6% compared to \$6,905 million in 1Q18, mainly due to higher prices in Metal Products and higher sales volume in Building Systems U.S.

Operating Income

In 1Q19, operating income reached \$330 million, a 32% decline compared to \$488 million in 1Q18, derived from higher costs in Cement Mexico, seasonality in Cement U.S. and higher costs in Metal Products.

EBITDA

	MXN millions	1Q19	1Q18	Δ% Year/Year
Cement Mexico		540	584	(8%)
Cement United States		(63)	(103)	39%
Cement Central America		29		100%
Metal Products		131	268	(51%)
Building Systems United States		89	86	3%
Building Systems LatAm		115	65	77%
Total Elementia ¹		841	900	(7%)

1) Does not include holding and eliminations

Consolidated EBITDA decreased 7% to \$841 million in 1Q19, mainly driven by a decrease in the Metal Products and Cement Mexico business units. However, the EBITDA margin remained stable at 13% compared to 1Q18.

Financing Result

	MXN millions	First quarter		Δ%
		2019	2018	
Interest income		(11)	(5)	120%
Interest expense		338	367	(8%)
Bank commissions		15	14	7%
Net exchange loss (profit)		(33)	(10)	230%
Total comprehensive financing cost, net		309	366	(16%)

Integral cost of financing – net as of March 31, 2019 decreased 16% as a result of lower interests and a higher foreign exchange benefit from hedges.

Income Tax

Income and deferred taxes totaled \$157 million in 1Q19, a decrease of \$94 million compared to the \$251 million reported in the same period of 2018 due to a decrease in income before taxes and higher fiscal loss in 2019 versus 2018, resulting in a differed income tax.

Apparent effective tax rate was 757% for 2019, which it is distorted by losses in profits before taxes for some of the business units. Without these impacts, the effective tax rate was 28%.

Net Income

Net loss was \$136 million in 1Q19, an increase of 5% when compared to the loss of \$129 million reported in 1Q18. This was mainly due to a lower operating income.

Cash Flow

MXN millions	January - March		
	2019	2018	Δ%
EBITDA	856	923	(7%)
Change in working capital	171	826	(79%)
Cash taxes	(149)	32	(566%)
Interest, net	(451)	(517)	(13%)
Bank comisions	(15)	(14)	7%
Cash flow before Capex	412	1,250	(67%)
% of EBITDA	48%	135%	(87.3 pp)
Organic capex and Cement BU Expansions	(311)	(442)	(30%)
Free cash flow before financing	101	808	(88%)
Incurred (paid) debt	105	(46)	(328%)
Increase (decrease) in capital	(9)		100%
Sale (buy) stock buyback	(6)	(2)	200%
Free cash flow	191	760	(75%)

In 1Q19, free cash flow before CAPEX represented 48% of EBITDA and decreased by \$838 million due a lower cash generation in working capital and higher paid taxes.

CAPEX was down by 30% from \$442 million in 2018 to \$311 million in 2019.

The share repurchase fund increased \$4 million, while bank debt decreased \$151 million.

Balance Sheet

MXN millions	March 2019	Dec 2018	Δ%
Cash and cash equivalents	1,790	2,116	(15%)
Receivables, net	3,874	3,445	12%
Inventories, net	5,097	5,279	(3%)
Other receivables and current assets	2,965	2,594	14%
Current assets	13,726	13,434	2%
Other receivables, net	15	15	0%
Investment in associated companies and others	3	3	0%
Property, plant and equipment, net	31,223	31,548	(1%)
Right of use asset	346		100%
Intangible assets, net	5,221	5,301	(2%)
Deferred assets Tax	1,264	1,212	4%
Other assets	456	653	(30%)
Non-current assets	38,528	38,732	(1%)
Total assets	52,254	52,166	0%
Short term debt	810	466	74%
Payables	5,109	4,691	9%
Other current liabilities	1,639	1,825	(10%)
Current liabilities	7,558	6,982	8%
Long term debt	15,224	15,625	(3%)
Deferred taxes	3,040	2,956	3%
Other long term liabilities	1,516	1,338	13%
Long term liabilities	19,780	19,919	(1%)
Total liabilities	27,338	26,901	2%
Shareholders' Equity	24,916	25,265	(1%)
Equity attributable to owners of the Entity	22,940	23,089	(1%)
Capital stock	8,725	8,725	0%
Additional paid-in capital	7,579	7,579	0%
Retained earnings	5,618	5,594	0%
Other comprehensive income	1,018	1,191	(15%)
Non-controlling interest	1,976	2,176	(9%)
Total liabilities and shareholders' equity	52,254	52,166	0%

Information on debt

MXN millions	March 2019	Dec 2018
Short-term debt	810	466
Long-term debt	15,224	15,625
Total debt	16,034	16,091
Cash and cash equivalents	1,790	2,116
Net debt	14,244	13,975
Net financial expense	327	1,481
EBITDA LTM	3,935	4,002
Leverage ratio	3.62x	3.49x
Interest coverage ratio	2.72x	2.70x

	First quarter	
	2019	2018
Currency denomination		
MXN	57%	59%
USD	43%	41%
Interest rate		
Fixed	75%	72%
Variable	25%	28%

During the first quarter of 2019, Elementia increased its net debt from \$13,975 million to \$14,244 million mainly due to a reduction in its cash and cash equivalents by an amount that reached \$326 million. The leverage ratio (net debt to trailing 12-months EBITDA) was 3.62x, which complies with the financial covenant (net debt/EBITDA \leq 3.75x) stipulated by the financial institutions. The interest coverage ratio was 2.72x, below the covenant set by bank agreements (EBITDA/net interest \geq 3.00x). It is important to highlight that the waiver has been approved.

Approximately 97% of Elementia's gross debt is long-term with a highly comfortable payment schedule.

Operating Results by Business Unit

Cement Business Unit – Mexico

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	1,277	1,260	1%
Operating income (loss)	402	459	(12%)
% of net sales	31%	36%	(4.9 pp)
EBITDA	540	584	(8%)
% of net sales	42%	46%	(4.1 pp)

During 1Q19, net sales reached \$1,277 million, 1% greater compared to 1Q18.

EBITDA in 1Q19 declined to \$540 million, which meant a decrease of \$44 million, or 8%, compared to the same period in 2018, primarily as a result of the market contraction and greater energy costs.

Cement Business Unit – United States

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	979	778	26%
Operating income (loss)	(251)	(215)	(17%)
% of net sales	(26%)	(28%)	2.0 pp
EBITDA	(63)	(103)	39%
% of net sales	(6%)	(13%)	6.8 pp

Net sales reached \$979 million, an increase of 26% driven by the increase in volume from the South Carolina plant and also the volume of sales from the redundancy strategy.

EBITDA in 1Q19 was negative \$63 million, an improvement of \$40 million to the figure reported in 1Q18.

During the quarter, the Company continued and improved upon the recovery seen in the previous quarter. The client recovery plan concluded as expected at the end of 2018, and we begin to see its benefits.

EBITDA margin significantly increased in 1Q19 compared to 1Q18, shifting from negative 13% to negative 6%, an increase of 6.8 percentage points driven by the production, sales and supply strategy that led to lower costs.

Cement Business Unit – Central America

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	107		
Operating income (loss)	26		
% of net sales	24%	0%	24.3 pp
EBITDA	29		
% of net sales	27%	0%	27.1 pp

Net sales reached \$107 million with EBITDA of \$29 million in 1Q19. It is important to mention that nine months after starting operations, the unit already has an EBITDA margin of 27%.

Metal Products Business Unit

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	2,089	2,652	(21%)
Operating income (loss)	42	173	(76%)
% of net sales	2%	7%	(4.5 pp)
EBITDA	131	268	(51%)
% of net sales	6%	10%	(3.8 pp)
EBITDA en USD / TON	470	939	50%
Δ% in sales volume	(4%)		
Δ% in average price (USD)	(20%)		

In 1Q19, net sales for Metal Products decreased 21% compared to 1Q18 due to declines in volumes by 4% and prices by 20%. EBITDA in 1Q19 was 51% lower than for the same period in 2018 mainly due to the combined effect of a tough comparison since in 1Q18 the copper price trend was an increase, and we saw a depreciation of the exchange rate; in 1Q19, the lower copper price (COMEX) and the appreciation of the (USD/MXN) affected inventory cost. This reflected on EBITDA per ton which was 50% lower than in 1Q18.

It is important to mention that when there are relevant fluctuations within short timeframes, we do not have time to pass these on to the market.

Building Systems Business Unit – U.S.

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	913	821	11%
Operating income (loss)	53	57	(7%)
% of net sales	6%	7%	(1.1 pp)
EBITDA	89	86	3%
% of net sales	10%	10%	(0.7 pp)
Δ% in sales volume	10%		
Δ% in average price (USD)	(1%)		

Net sales in 1Q19 reached \$913 million, up 11% versus the figure reported in the same period in 2018 driven by greater sales volumes by the Indiana plant.

Additionally, EBITDA during 1Q19 reached \$89 million, which meant an increase of 6% compared to the same period in 2018. We achieved this result on greater sales volumes and a better cost of production derived from advances in capacity utilization at the Indiana plant.

EBITDA margin for the quarter was 10% which is in line with the same period in 2018.

Building Systems Business Unit – LatAm

MXN millions	First quarter		
	2019	2018	Δ%
Net sales	949	1,219	(22%)
Operating income (loss)	45	(9)	600%
% of net sales	5%	(1%)	5.5 pp
EBITDA	115	65	(77%)
% of net sales	12%	5%	6.8 pp
Δ% in sales volume	(26%)		
Δ% in average price	6%		

Net sales for 1Q19 reached \$949 million, down 22% compared 1Q18.

The increase in EBITDA for the first quarter was 77%, reaching \$115 million, mainly due to: (i) the conclusion of the learning curve required due to the change in production technology which comes with a different cost structure and changes in raw materials including chrysotile, (ii) savings from restructuring, capacity rationalization and simplification of the business in the region.

EBITDA margin improved, going from 5% in 1Q18 to 12% in 1Q19, a net improvement of 6.8 percentage points.

Relevant Events

- On April 25, 2019, the Ordinary and Extraordinary Shareholders' Meetings approved to continue the necessary arrangements for the spin-off project.
- On April 9, 2019, the Company held an Ordinary and an Extraordinary Shareholders' Meeting.
- On April 4, 2019, the Company announced a proposal for a strategic corporate restructuring.
- On February 18, 2019, Antonio Perales was named the Company's Legal Director.

Analyst Coverage

- Bank of America Merrill Lynch
- BBVA
- Citi
- Credit Suisse
- HSBC
- Morgan Stanley
- Santander
- UBS

Annexes

MXN millions	January - March		Δ%
	2019	2018	
Net income (loss)	(136)	(130)	5%
Other items unrealized	-	-	-
Depreciation and amortization	526	356	48%
Loss (gain) on disposal of fixed assets	(1)		(100%)
Interest income	(11)	(5)	120%
Interest expense	338	367	(8%)
Exchange loss (gain)	(163)	(779)	(79%)
Other items	211	431	(51%)
Non cash figures	764	320	139%
Net cash flow provided by (used in) working capital	(536)	(48)	1017%
Increase in accounts receivable	(429)	(127)	238%
Increase in inventories	182	449	(59%)
Increase in other receivables and other current assets	(355)	(122)	191%
Increase in trade accounts payable	417	504	(17%)
Increase (decrease) in other liabilities	(351)	(752)	(53%)
Net cash flow provided by operating activities	228	272	(16%)
Other payments for joint ventures			-
Acquisition of property, machinery and equipment	(311)	(442)	(30%)
Other assets	6	(5)	(220%)
Net cash flow used in investing activities	(305)	(447)	(32%)
Incurring (paid) debt	105	(46)	(328%)
Increase (decrease) in capital	(6)	(2)	200%
Bank loans and others, net	(472)	(522)	(10%)
Net cash used in financing activities	(373)	(570)	(35%)
Net increase (decrease) in cash and cash equivalents	(450)	(745)	(40%)
Effects differences on translating foreign operations	124	336	(63%)
Cash and cash equivalents at the beginning of the period	2,116	2,715	(22%)
Cash and cash equivalents at the end of the period	1,790	2,306	(22%)

Earnings Conference Call Invitation



Friday, April 26, 2019

ELEMENTIA (BMV: ELEMENT*)

1Q19 Earnings Conference Call
8:00 a.m. (Mexico City) / 9:00 a.m. (EST)

HOSTED BY:

Fernando Ruíz Jacques
Chief Executive Officer

Juan Francisco Sánchez Kramer
Chief Financial Officer

A Q&A session will follow the presentation.
Participants will be able to ask questions via telephone.

Dial-in Number:
1-877-830-2576 (USA)
1-785-424-1726 (International)
Conference ID: ELEMENTIA

Webcast

<https://webcasts.egs.com/elementia20190426>
Participants are requested to connect 15 minutes prior to the call

Elementia will release its 1Q19 results on
Thursday, April 25, 2019

A replay of this call will be available on April 26, 2019
at 1:00 p.m. EST for 7 days, and will also be available at
www.elementia.com in the Investor Relations section



April 26, 2019

Conference Replay:



1 (844) 488-7474 (USA)

1 (862) 902-0129 (International)

Conference Replay ID:



92545478

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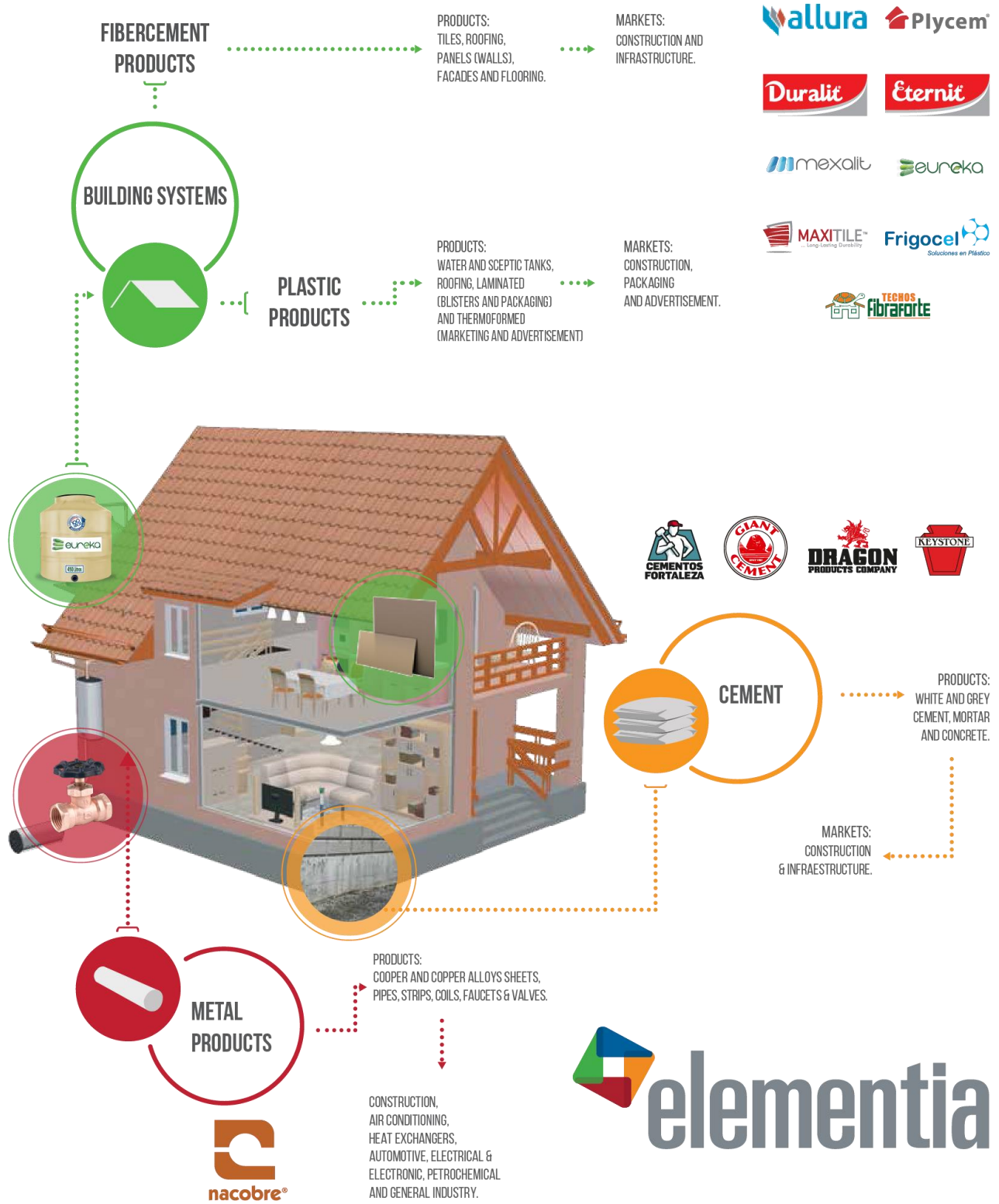


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Disclaimer on forward-looking statements

Figures are stated in nominal Mexican pesos (\$) and all comparisons are made against the same period of the previous year ("4Q17" and "2017"), unless otherwise specified. Figures are stated in nominal Mexican pesos (\$) in accordance to IFRS. As a result of figures roundup, totals may not exactly match the sum of the figures presented. The Audit Committee and the Board of Directors authorized the modification of the accounting policies of the company with respect to the valuation of fixed assets, shifting from the revaluation method to the historical value method. This was implemented during 3Q17 with effects retroactive to January 1, 2017

This document contains certain forward-looking statements and information related to Elementia, S.A.B. Of C.V. ("Elementia") that reflect the vision and / or expectations of Elementia and its management team in relation to its performance, business and future events. Forward-looking statements may include, but are not limited to, statements that could predict, project, indicate or imply certain future results, performance or achievements, and may include words "anticipate", "believe," "estimate", "expect", "project", "plan", "predict", "foresee", "forecast", "reach" or any other word or phrase with a similar meaning, which may be given orally or in writing.

The presented results may materially differ from those projected as a result of factors beyond Elementia's control. These factors may include, but are not limited to: economy in general; political and business conditions in Mexico and other markets where we operate; international capital and securities markets performance, as well as economic crises; our ability to refinance our financial obligations; if necessary; competition in the sector and markets; management's expectations and estimates in regards to the Company's future financial performance and financing plans / programs; limited access to financing sources with competitive terms, and compliance with clauses to which we are bound to; our ability to meet debt obligations; our investment plans; currency fluctuations, interest rates or inflation, as well as currency conversion; changes in government legislation and regulation, including environmental regulation, and obligations arising therefrom, and judicial or administrative judgments against us; procurement policies and interpretations; increase in insurance premiums; changes in market prices, customer demand and preference, and competitive conditions; cyclicity and seasonality in our operating results; our ability to implement the corporate strategy; increase in prices of goods and / or services supplied to us, and fluctuations in the prices of the raw material; the imposition of price controls on the products we sell; trade barriers; technological innovation; costs uncertainty and regulation applicable to company mergers and acquisitions or strategic alliances; our ability to make acquisitions for regulatory or other issues, and successfully integrate the operations of the acquired businesses; liability claims including claims related to health, safety and environmental protection issues, as well as claims arising from joint lawsuits in Mexico or other jurisdictions in which we operate; failures in our information obtained from our technology systems, including data and communication systems; the impact by changes in accounting principles, new legislation, actions by regulatory authorities, government announcements and monetary or fiscal policy in Mexico, or in other markets in which we operate; decrease in the sale of our products by independent distributors; our ability to retain qualified personnel and rehire key personnel; our ability to extract synergies from our business mergers and acquisitions activities; delays by suppliers or lack of ability to obtain, under conditions acceptable to us, inputs required by us to produce the products we sell; investigations by federal authorities; and other risk factors.

Forward-looking statements and statements included in this document are subject to various risks, uncertainties and assumptions. In any circumstance these statements only refer to their date of elaboration and Elementia has no obligation to update or revise any of them, whether for new information, future events, among others, unless required by law. Therefore, caution should be exercised when using future projections. The document and its contents belong to the Company and may not be reproduced or distributed as a whole or as part of without prior written consent by Elementia.

About Elementia

Elementia is a unique platform that manufactures and commercializes building materials for the construction industry and adds value to all stages of this industry. The Company has grown, both organically and through strategic mergers and acquisitions, consolidating operations in 9 countries in the Americas, showing strong growth in its Cement business unit, while maintaining its leadership in the Metals business, and through our Building Systems unit, we offer lightweight construction products, which is the main building trend in the market. This has been possible thanks to the passion and dedication of its more than 7,000 employees and the leadership of its main brands, including: Cementos Fortaleza®, Giant®, Keystone® and Dragon®; Nacobre®; Allura®, Mexalit®, Plycem®, Eternit®, Duralit® and Fibrforte®, among others.