

# ELEMENTIA ANNOUNCES SECOND QUARTER 2016 RESULTS

Mexico D.F., July 25, 2016 - Elementia, S.A.B. de C.V. (BMV: ELEMENT\*) ("the Company", or "Elementia") announced today its financial and operating results for second quarter ("2Q16") and first half ("6M16") 2016. Figures have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB). Figures are expressed in nominal Mexican pesos (\$) and all comparisons are made versus the same period of the previous year ("2Q15 and 6M15"), unless otherwise specified.

# SECOND QUARTER 2016 HIGHLIGHTS

- In line with expectations, Elementia achieved double-digit growth of 15% in consolidated EBITDA, reaching \$898 million in 2Q16. Likewise, net sales increased 6%, reaching \$4.64 billion during the same period.
  - Growth for these line items was mainly due to the performance of the Cement (35% EBITDA increase) and Metals (16% EBITDA increase) Divisions.
- In line with the Company's strategy of strengthening its balance sheet, it issued a new credit line for US\$108
  million at an all-in rate of below 2% as well as bi-annual payments with maturity at 2027.
- In May 2016, Elementia initiated a buy-back program, aiming to increase share liquidity.

	ted Second Qu llions of pesos)			Accumulated Consolidat (millions of pesos)		
2Q16	2Q15	%Var.		Jun-16 Jun-15 %		%Var.
4,644	4,380	6%	Net sales	8,959	8,450	6%
623	512	22%	Operating income	1,131	946	20%
13%	12%		Operating Margin	13%	11%	
898	782	15%	EBITDA	1,676	1,489	13%
19%	18%		EBITDA margin	19%	18%	

# **PERFORMANCE SUMMARY**

#### **CONFERENCE CALL INFORMATION**

Elementia will hold a conference call to discuss its 2Q16 results on Wednesday, July 27, 2016 at 11:00am (Mexico) / 12:00pm (ET). To access the call, please dial: rom within the US: 1-800-311-9402, International participants: 1-334-323-7224 (Passcode: 35941) and via an audio-only webcast at https://www.webcaster4.com/Webcast/Page/1398/16260. Participants are requested to connect 15 minutes prior to the call. A replay of the webcast will be available at <a href="https://www.elementia.com">www.elementia.com</a>.

# OVERVIEW OF RESULTS

Consolidated Second Quarter (millions of pesos)				ated Consoli llions of pesos)	dated	
2Q16	2Q15	%Var.		Jun-16	Jun-15	%Var.
4,644	4,380	6%	Net sales	8,959	8,450	6%
623	512	22%	Operating income	1,131	946	20%
(176,945)	84,903	(308%)	Net income (loss)	(25,815)	143,500	(118%)
898	782	15%	EBITDA	1,676	1,489	13%
1,027	1,103	(7%)	Cash Flow before CAPEX	1,684	1,406	20%
114%	141%		% of EBITDA	100%	94%	
(295)	457		Free Cash Flow	(130)	636	

During the second quarter, global market volatility increased mainly as a result of *Brexit*, a deceleration of China's expected economic growth, the FED's decision to maintain U.S. interest rates unchanged, the down-ward trend for commodity prices; and particularly, in Mexico, due to exchange rate fluctuations and an interest rate increase by the Central Bank.

Despite this economic environment, Elementia maintained its growth trend in both net sales and EBITDA; while continuing strengthening its Balance Sheet.

Net sales grew 6% in both 2Q16 and 6M16; while EBITDA increased 15% and 13%, respectively.

Cash flow before CAPEX at June 30, 2016, represented 100% of EBITDA; mainly due to working capital cash flow generation and the use of fiscal strategies.

In terms of the Company's operations, the following is a summary of the results:

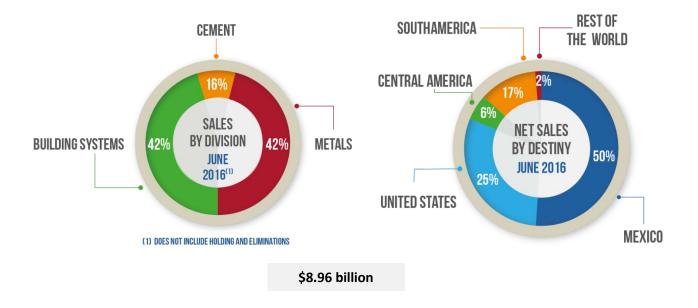
- The **Cement Division** continues to show significant growth (34% in sales and 35% in EBITDA during 2Q16), mainly due to a higher sales price, a reduction in operating costs and the maximization of its capacity utilization rate.
- In the **Metal Products Division**, the strategic approach on value-added products and exchange rate fluctuations offset the lower sales volume. EBITDA increased 16% in 2Q16, and 14% in 6M16, when compared with the same periods in 2015.
- In the **BuildingSystems Division**, growth trends in the Andean region and Central America were not able to offset for the lack of projects by the Mexican government, which are expected to begin during the second half of 2016.

Quarter			CONSOLIDATED STATEMENT OF PROFIT AND LOSS	Periods ended June 30		une 30
2Q16	2Q15	% Var.	millions of pesos	2016	2015	% Var.
			ELEMENTIA			
4,644	4,380	6%	Net sales	8,959	8,450	6%
3,248	3,212	1%	Cost of sales	6,371	6,285	1%
1,396	1,168	20%	Gross profit	2,588	2,165	20%
773	656	18%	Operating expenses	1,457	1,219	20%
623	512	22%	Operating income	1,131	946	20%
(781)	(378)	107%	Financial result, net	(1,020)	(715)	43%
(158)	134	(218%)	Income before income taxes	111	231	(52%)
19	55	(65%)	Income tax expense	137	85	61%
0	6	(100%)	Loss from discontinued operations, net	0	(2)	(100%)
(177)	85	(308%)	Net income (loss) consolidated	(26)	144	(118%)
898	782	15%	Consolidated EBITDA	1,676	1,489	13%

#### REVENUES

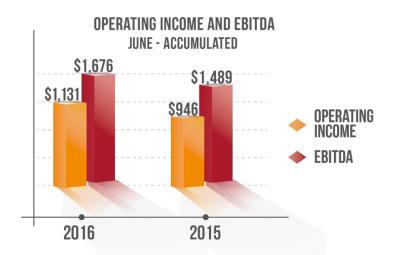
Consolidated revenues for 2Q16 reached \$4.64 billion, an increase of 6% over the \$4.38 billion reported in 2Q15, reflecting the sales price increases in the Cement and BuildingSystems Divisions.

For 6M16, consolidated revenues reached \$8.96 billion, a 6% increase over the \$8.45 billion reported in 2015. This increase was mainly due to 34% and 12% growth in the volume sold in the Cement and BuildingSystems Division, respectively.



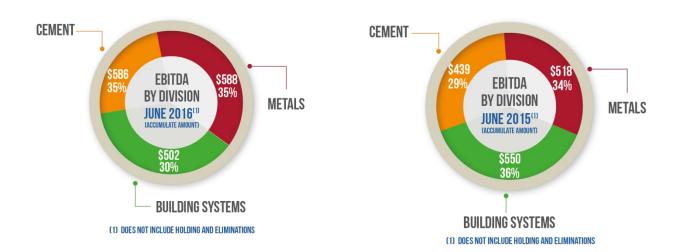
#### **OPERATING INCOME**

In 2Q16, operating income reached \$623 million, 22% higher than the figure reported in 2Q15. For 6M16, operating income rose by 20% to \$1.13 billion. In addition to the increase in volume sold, operating income grew due to operating and energy efficiency initiatives, which delivered cost reductions in both the Cement and Metal Products Divisions. During the first half of 2015 SG&A, reflected the benefits from the acquisition of the fiber cement assets in the USA at a barging price as stated in the Offering Memorandum.



### **EBITDA**

At June 30, 2016, EBITDA increased by 13%, from \$1.49 billion in 6M15 to \$1.68 billion in 6M16. EBITDA margin reached 19% in 2Q16, an 18% increase compared to 2Q15.



### **FINANCING RESULT**

Net cost of financing for 2Q16 was \$1.02 billion, an increase of \$305 million compared to the \$715 million reported in 2Q15. This was mainly due to:

- A net exchange loss of \$731 million at June 30, 2016 was \$342 million higher compared to the figure for the period ended June 30, 2015. This loss was mainly due to the impact of the Mexican peso devaluation against the U.S. dollar in the Company's dollar-denominated debt position at the end of the quarter.
- Improvement of the Company's financing cost resulting from the CEBUR payment in 4Q15 and more favorable terms obtained for the revolving credit line.

	Periods ended June 30,			
	2016	2015	% Var.	
	(millions of pesos)			
Interest income	(12)	(81)	-85%	
Interest expense	248	381	-35%	
Bank commissions	53	26	104%	
Net Exchange loss (profit)	731	389	88%	
Total financial cost – net	1,020	715	43%	

#### **INCOME TAX**

Income and deferred taxes totaled \$137 million for the period ended June 30, 2Q16, an increase of \$52 million compared to the \$85 million reported in the same period of 2015. This was mainly due to the recognition of tax benefits in 2015 that were not incurred during the first half of 2016 as well as higher operating income.

#### **NET INCOME**

Net loss for 6M16 reached \$26 million, a decrease of \$170 million, compared to the income of \$144 million in 6M15, mainly due to the exchange rate impact over the Company's debt position by quarter-end.

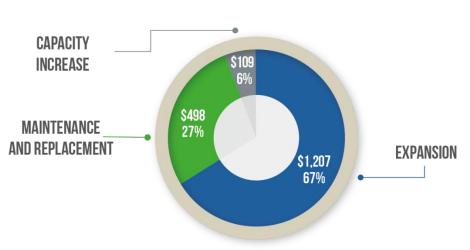
# **CASH FLOW**

Cash Flow	At Ju	ne 30,
In millions of pesos	2016	2015
EBITDA	1,676	1,489
Change in Working Capital	146	272
Cash taxes	130	(30)
Interest, net	(215)	(299)
Bank commissions	(53)	(26)
Cash flow before CAPEX	1,684	1,406
% of EBITDA	100%	94%
Organic CAPEX	(607)	(332)
Cement Division expansion CAPEX	(1,207)	(438)
Other growth CAPEX	0	0
Free cash flow	(130)	636

Free cash flow before CAPEX reached \$1.68 billion, greater than 2Q16 EBITDA compared to the \$1.41 billion reported in 2Q15, which represented 94% of EBITDA during 2015. This was mainly due to working capital generation, a \$160 million tax recovery (mainly VAT), and to an \$84 million improvement in financial costs, as previously discussed.

CAPEX for 6M16 totaled \$1.81 billion; but due to a strong cash generation, we only utilized \$199 million of cash.

The working capital cycle for 2Q16 was 39 days, which was lower than the 51 days compared to year-end 2015.



# CAPEX 2T16

#### **BALANCE SHEET**

Balance Sheet		
At June 30, 2016 and December 31, 2015		
In millions of pesos	June-16	Dec-15
ELEMENTIA		
Cash and cash equivalents	2,904	3,103
Receivables, net	2,854	2,336
Inventories, net	2,920	2,881
Other currents assets	1,758	1,388
Current assets	10,436	9,708
Other receivables, net	49	30
Investment in subsidiaries	10	7
Property, plant and equipment, net	18,710	17,098
Intangible assets, net	3,089	3,079
Other assets	294	295
Non- current assets	22,152	20,509
Total assets	32,588	30,217
Short-term debt	62	52
Payables	3,427	2,725
Other current liabilities	1,431	1,188
Current liabilities	4,920	3,965
Long-term debt	9,106	8,342
Deferred taxes	1,916	1,970
Other long term liabilities	66	74
Long-term liabilities	11,080	10,386
Total liabilities	16,000	14,351
Shareholders' Equity	16,588	15,866

#### Cash and cash equivalents

Cash and cash equivalents as of June 30, 2016 reached \$2.90 billion, a decline of 6% or \$199 million, compared to December 31, 2015. This result was mainly due to the investment in the capacity expansion of the Cement Division. The Company has a strong cash generation in U.S. dollars; therefore, at quarter-end 2Q16 over 56% of its cash was in U.S. dollars.

#### **Debt position**

Gross debt as of June 30, 2016 reached \$9.17 billion, an increase of \$774 million, compared to \$8.39 billion reported as of December 31, 2015, due to the impact of the Mexican peso vs. U.S. dollar exchange rate on the dollar-denominated debt (senior unsecured notes totaling US\$425 million, despite having a coverage of 20%).

In accordance with the Company's financial strategy of maintaining a solid and flexible Balance Sheet, the net debt to trailing 12 month EBITDA ratio was 1.96x times and interest coverage was 5.56x times at June 30, 2016, within the covenants set by the financial institutions (3.50x net debt/EBITDA); furthermore, 99% of gross debt is long term.

	Jun-16 (in	Dec-15 millions of pesos)	% Var.
Short term	62	52	19%
Long term	9,106	8,342	9%
Gross debt	9,168	8,394	9%
Cash and cash equivalents	2,904	3,103	(6%)
Net Debt	6,264	5,291	18%
EBITDA LTM	3,189	3,002	6%
Net debt / EBITDA	1.96x	1.76x	11%

# Shareholders' Equity

Consolidated Shareholders' Equity as of June 30, 2016, reached \$16.59 billion, an increase of \$722 million, compared to December 2015, driven by the currency exchange rate impact from foreign operations, the valuation effect on financial instruments, as well as the results for the period. At year-end 2015, consolidated shareholders' equity was \$15.87 billion.

# **OPERATING RESULTS BY DIVISION**

#### **CEMENT DIVISION**

Sec	cond Quarter			Accumulated		
(in m	nillions of pesos)			(in millions of pesos)		
2Q16	2Q15	%Var.		Jun-16 Jun-15 %V		%Var.
755	563	34%	Net sales	1,440	1,072	34%
236	163	45%	Operating income	430	291	48%
320	237	35%	EBITDA	586	439	33%
31%	29%		Operating margin	30%	27%	
42%	42%		EBITDA margin	41%	41%	

The **Cement Division** experienced increases, mainly driven by an average sales price increase in the mid-high twenties, optimal capacity utilization rate and operating efficiencies; resulting in a 34% rise in sales volumes to reach \$1.44 billion, and a 33% EBITDA increase to reach \$586 million during 6M16.

Net sales for 2Q16 totaled \$755 million, a 34% increase compared to \$563 million reported in 2Q15. Additionally, EBITDA for 2Q16 was \$320 million, an increase of 35% compared to 2Q15 figures, driven by the same factors that caused the increase during 6M16.

It is important to highlight that our ready-mix operations are included in these figures.

#### METAL PRODUCTS DIVISION

	cond Quarter nillions of pesos)			Accumulated (in millions of pesos)		)
2Q16	2Q15	%Var.		Jun-16 Jun-15 %V		%Var.
1,885	1,977	(5%)	Net sales	3,699	3,913	(5%)
208	145	43%	Operating income	389	281	38%
308	265	16%	EBITDA	588	518	14%
11%	7%		Operating margin	11%	7%	
16%	13%		EBITDA margin	16%	13%	
(9%)			% Var. in sales volume	(10%)		
(1%)			% Var. in average prices	(1%)		

As of June 30, 2016, revenues reached \$3.7 billion, 5% lower than those reported during the same period of 2015. This result was mainly due to a lower reference price for copper: which posted an average price during the first half of 2016 of US\$ 2.11/pound, a 22% reduction when compared to US\$ 2.72 /pound reported during the same period of 2015. In 2Q16, net sales totaled \$1.88 billion, a 5% decrease when compared to \$1.98 billion in 2Q15. It is important to highlight that, despite the 22% drop in the copper reference price, the Company's average sales price only contracted by 1%.

Additionally, despite the drop in the reference price of copper, the marginal contribution in U.S. dollars per ton increased versus 2015. This is mainly attributable to our focus on value-added products, cost cutting initiatives and improvement of metal yields. The Company continues its copper hedging strategy of 2,000 tons per month in order to mitigate the negative effects on inventory.

EBITDA for 6M16 was \$588 million, up 14% when compared to the same period of 2015; while EBITDA for 2Q16 reached \$308 million, a 16% growth when compared to 2Q15. This was the result of an increase in the sales volume of higher value products and cost optimizations derived from initiatives to improve metal yields.

	cond Quarter illions of pesos)			Accumulated (in millions of pesos)		)
2Q16	2Q15	%Var.		Jun-16 Jun-15 %V		%Var.
1,895	1,750	8%	Net sales	3,696	3,296	12%
181	226	(20%)	Operating income	318	402	(21%)
269	297	(9%)	EBITDA	502	550	(9%)
10%	13%		Operating margin	9%	12%	
14%	17%		EBITDA margin	14%	17%	
(3%)			% Var. in sales volume	2%		
11%			% Var. in average prices	9%		

# BUILDING SYSTEMS DIVISION

BuildingSystems revenues reached \$3.69 billion in 6M16, a 12% increase compared to \$3.29 billion reported in the same period of 2015, due to a 2% higher sales volume in 7 out of the 9 countries in which we operate; specifically, in the U.S., the Andean region (despite the economic conditions in Ecuador) and Central America. Additionally, a 9% increase in the average price also contributed to this growth.

The above, partially offsets the decline in Mexico due to the lack of government projects undertaken during 2015; and the decline in Ecuador derived from the unfavorable economic conditions after the earthquake. Even though the Ecuadorian government already announced a subsidized program for home repairs, we expect it to begin in the third quarter.

During the second quarter, volume sales were negatively impacted by record flooding in parts of the U.S., such as Texas, and by a road blockage from the mass transit workers' union since the beginning of June in Colombia.

In 2Q16, net sales reached \$1.89 billion, up 8% compared to 2Q15, derived from the 11% average price, which offset the sales volume decline that took place during the period.

EBITDA for 6M16 reached \$502 million, 9% lower than the figure reported during the same period of 2015. The EBITDA increase in the Andean region and Central America were unable to offset the decrease in Mexico due to the lack of government projects during 6M16 compared to 6M15. We expect government projects to begin during the second half of 2016.

# **RECENT EVENTS**

On April 29, 2016, Elementia informed the market that, in order to protect its results against the impact of
potential additional exchange rate fluctuations, the first two hedging tranches were carried out for 10%
each of the Company's international bonds. The details are as follows:

	Date	Notional Value	Ps./US\$ Exchange rate
First Tranche	March 28, 2016	US\$ 42.5 million	17.34
Second Tranche	April 28, 2016	US\$ 42.5 million	17.20

• On June 30, 2016, the Company signed an ECA (*Economic Credit Agency*) facility agreement with Santander. This credit line is guaranteed by COFACE for up to US\$ 108 million, with an interest rate of Libor 6 months + 80 basis points and with maturity at 2027.

The Company expects that, of the US\$ 108 million, it will utilize around US\$ 80 million during 2016; the remainder will be used the following year. The contracting of this credit line is in line with the Company's strategy of strengthening its balance sheet, improve its maturity profile, which simultaneously optimized the average of total financial cost. It is also important to mention that this credit line does not substantially raise Elementia's leverage levels.

• As of July 2016, Juan Luis Alfiero was appointed as new Director for the BuildingSystems Division. So far, Fernando Ruiz Jacques (CEO) was conducting this role on an interim basis. Mr. Alfiero will be responsible for the development, implementation and direction of the Division's strategy.

# ANALYST COVERAGE

- Morgan Stanley
- Credit Suisse
- Santander
- HSBC
- Citi
- BBVA
- UBS

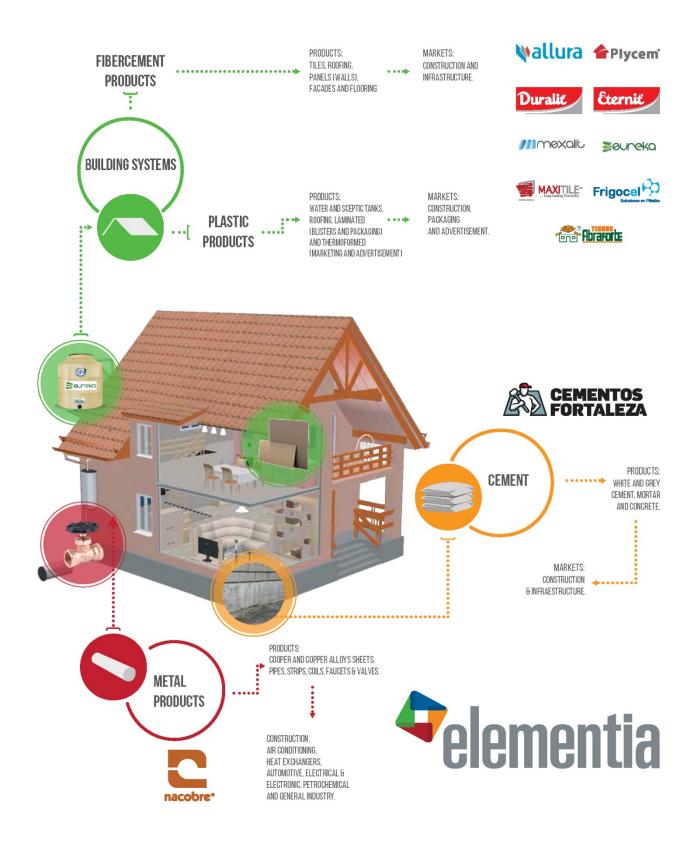
#### **ABOUT ELEMENTIA**

Elementia is the leading building materials company in the region. The Company has grown organically and through mergers and acquisitions to constitute, today, a company with a comprehensive product portfolio of market leading building materials within the construction sector, supplying up to 75% of the materials used to build a typical house. With an extensive distribution network across main construction segments, Elementia is the #1 producer of fiber cement in Latin America and #2 in the U.S., one of the top 5 producers of copper brass mill products in the world, and first entrant into the Mexican cement market in 70 years. For more information go to www.elementia.com

The main brands of the Company are: Fortaleza ® / Nacobre ® / Mexalit ® / Eureka ® / Plycem ® / Eternit ® / Duralit ® / Fibraforte ® / Frigocel ® / Allura ® / Maxitile ®

#### FORWARD-LOOKING STATEMENTS

This press release includes declarations relating to, and is subject to, current expectations as factors, including, without limitation, global economic and market conditions, the costs of raw materials and energy, expenses, revenues and earnings of Elementia and its Divisions and that of the relevant markets where its companies operate. These expectations are based on certain preliminary information, internal estimates, expectations and assumptions of management. All of these things are subject to a series of risks and uncertainties in the projection of future conditions, regulations in the relevant market, products and fields of industry issued by the respective authorities, as well as events and results. Real results could differ significantly from the expectations expressed in prospective declarations. Elementia may choose to update these prospects, but specifically rejects any responsibility to do so, except as required by law.



# **ADDITIONAL INFORMATION**

# CONSOLIDATED FINANCIAL STATEMENTS AS OF JUNE 30, 2016 AND DECEMBER 31, 2015

Consolidated Statement of Financial Position						
As of June 30, 2016 and December 31, 20	15					
In millions of pesos	Jun-16	Dec-15				
ELEMENTIA						
Cash and cash equivalents	2,904	3,103				
Receivables, net	2,854	2,336				
Inventories, net	2,920	2,881				
Other receivables and currents assets	1,758	1,388				
Current assets	10,436	9,708				
Other receivables, net	49	30				
Investment in subsidiaries	10	7				
Property, plant and equipment, net	18,710	17,098				
Intangible assets, net	3,089	3,079				
Other assets	294	295				
Non- current assets	22,152	20,509				
Total assets	32,588	30,217				
Short term debt	62	52				
Payables	3,427	2,725				
Other current liabilities	1,431	1,188				
Current liabilities	4,920	3,965				
Long term debt	9,106	8,342				
Deferred taxes	1,916	1,970				
Other long term liabilities	66	74				
Long term liabilities	11,080	10,386				
Total liabilities	16,000	14,351				
Stockholders' Equity	16,588	15,866				
Equity attributable to owners of the Entity	16,505	15,803				
Capital stock	5,847	5,847				
Additional paid-in capital	4,599	4,599				
Retained earnings	3,960	3,991				
Other comprehensive income	2,099	1,366				
Non- controlling interest	83	63				
Total liabilities and stockholders 'equity	32,588	30,217				

Consolidated Statements of Profit or Loss and Other Comprehensive Income	Six-Months Periods ended June 30,	
In millions of pesos	2016	2015
Net sales	8,959	8,450
Cost of sales	6,371	6,285
Gross profit	2,588	2,165
Operating expenses	1,457	1,219
Operating income	1,131	946
Financial result, net	(1,020)	(715)
Income/Loss before income taxes	111	231
Income tax expense	137	85
Income/ Loss from discontinued operations, net	0	(2)
Consolidated net income/loss	(26)	144
Other Comprehensive Income:		
Items that will not be reclassified subsequently to profit or loss	22	2
Gain on revaluation of property, machinery and equipment	33	2
Actuarial loss	(11)	0
Items that may be reclassified subsequently to profit or loss	729	112
Exchange difference loss (gain) on translating foreign operations Net fair value loss (gain) effect on	665	112
hedging instruments entered into for cash flow hedges	64	0
Total other comprehensive income	751	114
Total Comprehensive Income/ Loss for the period	725	258

Consolidated Statements of Cash Flows		
For the periods ended June 30, 2016 and 2015		
In millions of pesos	2016	2015
Income (Loss) before income taxes	(26)	144
Depreciation and amortization	545	543
Loss (gain) on disposal of fixed assets	0	(5)
Interest income	(12)	(81)
Interest expense	248	381
Exchange loss (gain)	801	404
Other items	97	85
Non cash figures	1,653	1,471
Net cash flow provided by (used in) working capital	(173)	50
(Increase) decrease in accounts receivable	(517)	(561)
(Increase) decrease in inventories	(39)	(96)
(Increase) decrease in other receivables and other current assets	(437)	(411)
Increase (decrease) in trade accounts payable	702	928
Increase (decrease) in other liabilities	118	190
Net cash flow provided by operating activities	1,480	1,521
Purchase of property, machinery and equipment	(1,814)	(770)
Acquisition of other assets	(13)	225
Net cash flow used in investing activities	(1,827)	(545)
Bank loans, net	(286)	(477)
Net cash provided by financing activities	(286)	(477)
Net decrease/increase in cash and cash equivalents	(633)	499
Effects differences on translating foreign operations	434	36
Cash and cash equivalents at the beginning of the period	3,103	1,492
Cash and cash equivalents at the end of the period	2,904	2,027