

# **RESULTS OF ELEMENTIA AS OF THE SECOND QUARTER 2017<sup>1</sup>**

Mexico City, July 26, 2017 - Elementia, S.A.B. de C.V. (BMV: ELEMENT\*) ("the Company", or "Elementia") announced today its financial and operating results for the second quarter ended on June 30, 2017 ("2Q17") and for the six months ended on June 30, 2017 ("1H17")<sup>2</sup>.

# Main Highlights

- Elementia achieved solid consolidated growth despite current macroeconomic volatility:
  - Net sales increased 40% in 2Q17, reaching \$6.52 billion. For comparison purposes, pro forma 2Q16 figures including U.S. Cement showed this line item growing 10% in 2Q17. In 1H17, it was up by 46%, reaching \$13.06 billion, and 16% at a pro forma basis.
  - EBITDA<sup>3</sup> increased 32% in 2Q17, reaching \$1.18 billion; and 28% for 1H17, reaching \$2.14 billion. Pro forma 2Q16 – including U.S. Cement – grew 1% in 2Q17 and 11% in 1H17.
  - Operating income grew 20% in 2Q17, reaching \$750 million; and 9% in 1H17, reaching \$1.23 billion. Pro forma 2Q16 including U.S. Cement showed this line item growing 0.4% in 2Q17 and 19% in 1H17.
- Cash flow generation before capital expenditures (CAPEX) as of June 30, 2017 was \$1.38 billion, representing 65% of EBITDA.
- The cement capacity expansion project at the Tula plant was concluded. This project was scheduled to begin commercial
  operations by the end of 3Q17. The project adds 1.5 million tons (MMt) of cement per year, to reach approximately 3.5 MMt
  of installed capacity in Mexico.
- Elementia entered into a new 7-year credit facility for U.S.\$1.9 billion with a 2-year grace period at a very competitive rate, which will be used to partially prepay the syndicated loan used as a bridge for the acquisition of the 55% and control of Giant Cement in the U.S., as part of a strategy focused on exchanging short for long-term debt and improving the company's balance.

Second Quarter							Co	nsolidated	d 6M	
	(millions of pesos)						(millions of pesos)			
2Q17	2Q16	Change	2Q16	Change		Jun-17	Jun-16	Change	Jun - 16	Change
20(11	20(10	Offarige	Proforma	Change		Juli-17	Juli-10	Onlange	Proforma	Onlange
6,515	4,644	40%	5,945	10%	Net sales	13,062	8,959	46%	11,229	16%
750	623	20%	747	0.4%	Operating income	1,230	1,131	9%	1,034	19%
12%	13%		13%		Operating Margin	9%	13%		9%	
1,188	898	32%	1,177	1%	EBITDA	2,140	1,676	28%	1,920	11%
18%	19%		20%		EBITDA margin	16%	19%		17%	

<sup>&</sup>lt;sup>1</sup> Elementia announces that its 2Q17 earnings conference call will take place on July 27, 2017. Dial-in information can be found in the annexes of this document. The report, script and audio of the results can be downloaded at www.elementia.com.

<sup>&</sup>lt;sup>2</sup> Figures in this report have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB).

<sup>&</sup>lt;sup>3</sup> Income before interest, taxes, depreciation and amortization.



#### **Results Overview**

Second Quarter (millions of pesos)						Consolidated 6M (millions of pesos)				
2Q17	2Q16	Change	2Q16 Proforma	Change		Jun-17	Jun-16	Change	Jun - 16 Proforma	Change
6,515	4,644	40%	5,945	10%	Net sales	13,062	8,959	46%	11,229	16%
750	623	20%	747	0.4%	Operating income	1,230	1,131	9%	1,034	19%
12%	13%		13%		Operating margin	9%	13%		9%	
245	(177)	238%	(140)	275%	Net (loss) income	230	(26)	985%	(284)	181%
1,188	898	32%	1,177	1%	EBITDA	2,140	1,676	28%	1,920	11%
18%	19%		20%		EBITDA margin	16%	19%		17%	
520	1,027	49%			Cash flow before CAPEX	1,381	1,684	(18%)		
44%	114%				% of EBITDA	65%	100%			
(77)	(295)	74%			Free cash flow	126	(130)	197%		

## **Executive Summary**

During the second quarter of 2017, Elementia reported revenue and EBITDA growth, as a result of the commitment and discipline in implementing the company's corporate strategy - THE POWER OF ONENESS – which brings together all three divisions, as well management's expertise, the execution of independent strategies and brand positioning.

All of the above was reached despite an environment of prevailing economic and political uncertainty in the countries in which we operate, and the impact of Easter holidays over sales volume on April.

Net sales grew 40% in 2Q17, primarily due to the growth in all three divisions:

- The Cement Division increased 201% mainly due to the integration of the U.S. cement operations, which posted \$1.23 billion in sales; and due to seasonality in the U.S., which is strongest in the first and fourth quarter. In 1H17, growth was 182%. Pro forma, including U.S. cement since January 2016, reported growth of 11% and 9%, respectively;
- The BuildingSystems Division rose 14% in 2Q17 vs 2Q16; and 22% in 1H17 vs 1H16; and
- The Metal Products Division increased 5% in 2Q17 vs 2Q16: and 16% in 1H17 vs 1H16.

EBITDA reached \$1.18 billion in 2Q17 and \$2.14 billion in 1H17, reporting growth of 32% and 28% compared to the same period last year, respectively. The Cement Division contributed with 109% in 2Q17 and 70% in 1H17; proforma growth was 12% and 20%, respectively; BuildingSystems with 6% in 2Q17 and 7% in 1H17; and the Metal Products Division with -24% in 2Q17 and 0.2% in 1H17.

Cash flow before CAPEX as of June 30, 2017, represented 65% of generated EBITDA, derived from the usage of working capital in the client base related to a sales increase, as well as to paid taxes and interests, which are higher compared to the same period of 2016.

In 2Q17, Elementia recorded net income of \$245 million, versus a net loss of \$177 million loss in 2Q16, mainly due to an exchange gain on the company's debt position.

Following is a summary of the operating results:

- The **Cement Division** continued its growth trend despite the fact that 2017 is a transitional year for the U.S. operations, as a result of:
  - the performance of Mexican operations, which recorded an increase in sales volume, due to the continued optimization of operating costs and the averages sales price trend, which offset the increase in energy and gas prices, in line with the recovery of hydrocarbon prices; and
  - in the U.S., due to regular seasonality, the company reported a significant recovery in both sales volume and EBITDA compared to 1Q17. These results were achieved despite the continued works to bring the assets to industry standards. According to the plan, over USD\$ 30 million will be invested in 2017 for this purpose.
- The Metal Products Division's strategic focus on higher value-added products and greater operating efficiency helped
  partially offset the negative impact of the peso appreciation against the U.S. dollar, which in addition to the copper price
  decline, had a strong impact on inventory valuation, as well as the reduction in sales volume that resulted from the Easter
  holiday in April, as previously stated.
- The **BuildingSystems Division** continued to implement its "Go to market" strategy in the U.S. and Mexico. Moreover, the good market performance in the U.S., Mexico, the Caribbean and Panama, helped offset the results reported in the Andean region especially in Colombia, who is facing a recessive period -, the Easter holiday effect and Central America's stagnant economy.



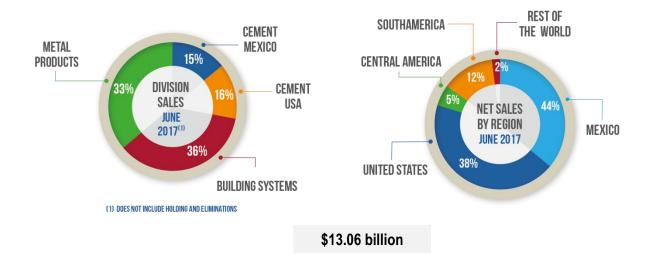
## **Financial Results**

	Quarter				Consolidated Profit & Loss Statement	As of June 30				
2Q17	2Q16	Change	2Q16 Proforma	Change	(millions of pesos)	2017	2016	Change	Jun - 16 Proforma	Change
6,515	4,644	40%	5,945	10%	Net sales	13,062	8,959	46%	11,229	16%
4,685	3,248	44%	4,277	10%	Cost of sales	9,668	6,371	52%	8,418	15%
1,830	1,396	31%	1,668	10%	Gross profit	3,394	2,588	31%	2,811	21%
1,080	773	40%	921	17%	Operating expenses	2,164	1,457	49%	1,777	22%
750	623	20%	747	0.4%	Operating income	1,230	1,131	9%	1,034	19%
(172)	(781)	(78%)	(863)	(80%)	Financial result, net	(378)	(1,020)	(63%)	(1,181)	-68%
578	(158)	(466%)	(116)	598%	Income before income taxes	852	111	668%	(147)	680%
333	19	1653%	24	1288%	Income tax expense	622	137	354%	137	354%
245	(177)	238%	(140)	275%	Net income (loss) consolidated	230	(26)	985%	(284)	181%
1,188	898	32%	1,177	1%	Consolidated EBITDA	2,140	1,676	28%	1,920	11%

#### Revenues

Consolidated revenues for 2Q17 totaled \$6.51 billion, an increase of 40% over the \$4.64 billion reported in 2Q16, mainly due to higher sales prices in all divisions, as well as to higher sales volume in Cement and BuildingSystems, and the incorporation of U.S. cement sales, which totaled \$1.23 billion. On a pro forma basis and including U.S. cement in our 2Q16 results, this line item grew 10% in 2Q17.

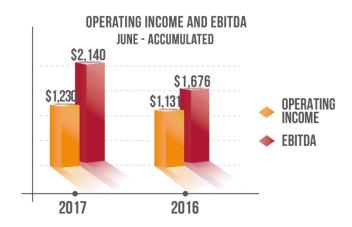
For 1H17, consolidated revenues reached \$13.06 billion, up 46% compared to the \$8.95 billion reported in 1H16. This growth is mainly due to a sales increase of 182%, 22% and 16% in the Cement Division, BuildingSystems and Metal Products, respectively.





# **Operating Income**

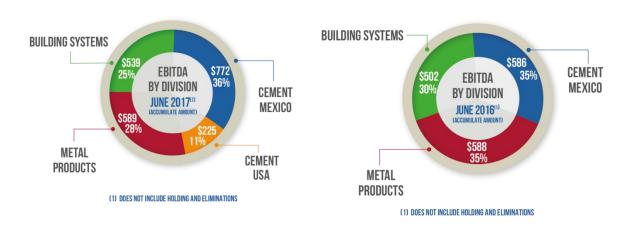
In 2Q17, operating income reached \$750 million, 20% above 2Q16, as a result of higher sales and operating efficiencies in the Cement and BuildingSystems divisions; while 1H17 reported an increase of 9%, reaching \$1.23 billion.



#### **EBITDA**

In 2Q17, EBITDA was \$1.18 billion, up 32% compared to \$898 million reported in 2Q16, driven by the growth in the Cement and BuildingSystems divisions. EBITDA margin reached 18% in 2Q17. On a pro forma basis – including 2Q16 U.S. Cement – EBITDA grew 1% in 2Q17 and EBITDA margin remained relatively stable.

In 1H17, EBITDA increased by 28%, from \$1.67 billion in 1H16 to \$2.14 billion in 1H17, derived from a 70% increase in the Cement Division, 7% in the BuildingSystems Division and 0.2% in the Metal Products Division.





# **Financing Result**

	As of		
Line Item	2017 (in million	2016 s of pesos)	Change
Interest income	(14)	(12)	17%
Interest expense	427	248	72%
Bank commissions	42	53	(21%)
Net Exchange loss (profit)	(77)	731	(111%)
Total financial cost - net	378	1,020	(63%)

Net financing cost as of June 30, 2017, declined 63%, as a result of the favorable effect of the peso-dollar conversion, which offset the increase in interest expenses derived from the loan obtained for Giant's acquisition on November 2016.

#### **Income Tax**

Income and deferred taxes totaled \$622 million for the period ended June 30, 2017, an increase of \$485 million compared to the \$137 million reported in the same period of 2016, due to the amortization of tax loss carryforwards in 2Q17 as compared to 2Q16, mainly due to the appreciation of the Mexican peso against the U.S. dollar and to an operating income in the Cement Division in Mexico.

#### **Net Income**

Consolidated net income for 2Q17 reached \$230 million, an increase of \$256 million when compared to the \$26 million net loss reported in 2Q16. This was mainly due to a 9% increase in operating income and to the exchange effect on the integrated financing cost, which offset the impact on taxes.

## **Cash Flow**

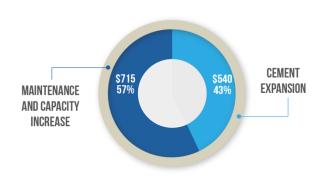
Cash Flow	As of J	une 30
(million pesos)	2017	2016
EBITDA	2,140	1,676
Change in working capital	(221)	146
Cash taxes	(63)	130
Interest, net	(433)	(215)
Bank commissions	(42)	(53)
Cash flow before CAPEX	1,381	1,684
% of EBITDA	65%	100%
Organic CAPEX	(715)	(607)
Acquisition of businesses	0	0
Cement division expansion CAPEX	(540)	(1,207)
Free cash flow before financing	126	(130)
Incurred (paid) debt	195	(56)
Increase (decrease) in capital	(9)	(3)
Free cash flow	312	(189)

Free cash flow before CAPEX reached \$1.38 billion in 1H17. This was mainly due to an investment in working capital and higher interests paid derived from the loan obtained for Giant's acquisition.

CAPEX as of June 30, 2017 reached \$1.25 billion, mainly due to investments in organic capital, including investments in U.S. Cement and Tula plant's expansion in the Cement Division in Mexico.

The capital decrease reflects the share repurchase fund transactions intended to support stock liquidity. The working capital cycle for 2Q17 was 47 days, which was higher than the 39 days for 2Q16.







## **Balance Sheet**

As of June 30, 2017 and December 31, 201	6	
(millions of pesos)	Jun-17	Dec-16
Cash and cash equivalents	3,162	3,912
Receivables, net	3,728	3,481
Inventories, net	4,852	4,601
Other receivables and currents assets	1,893	2,159
Current assents	13,635	14,153
Other receivables, net	34	34
Investment in subsidiaries	3	3
Property, plant and equipment, net	30,974	32,805
Intangible assets, net	4,682	5,123
Deferred assets tax	1,401	1,456
Other assets	46	186
Non-current assets	37,140	39,607
Total assets	50,775	53,760
Short-term debt	3,025	3,041
Payables	4,994	4,718
Other current liabilities	2,478	3,066
Current liabilities	10,497	10,825
Long-term debt	12,717	13,967
Deferred taxes	3,642	3,308
Other long term liabilities	1,241	1,452
Long-term liabilities	17,600	18,727
Total liabilities	28,097	29,552
Shareholders' Equity	22,678	24,208

# Cash and cash equivalents

Cash and cash equivalents as of June 30, 2017, decreased 19% or \$750 million, mainly due to capital investments made for the Mexico Cement Division capacity expansion, maintenance and organic growth, as well as to the use of working capital related to sales increase from volume and price.

#### **Debt Position**

	jun-17 (millones d	Dec. 16 le pesos)	%Var.
Short-term	3,025	3,041	(1%)
Long-term	12,717	13,967	(9%)
Total debt	15,742	17,008	(7%)
Cash and cash equivalents	3,162	3,912	(19%)
Net debt	12,580	13,096	(4%)
EBITDA LTM including Giant proforma	4,348	4,128	5%
Net debt/EBITDA	2.89x	3.17x	(0.28)x

Gross debt as of June 30, 2017 reached \$15.74 billion, a decrease of \$1.26 billion, compared to \$17.01 billion registered as of December 31, 2016. This result was due to:

- the impact of the Mexican peso against the U.S. dollar exchange rate on the dollar-denominated debt (senior unsecured notes totaling US\$ 425 million dollars and the ECA credit line);
- the total payment of the U.S. Cement revolving credit line; and
- the partial payment for US\$ 2.9 million to the ECA credit line with HSBC.

In accordance with the company's financial strategy of maintaining a solid and flexible balance sheet, net debt to trailing 12-month pro forma EBITDA ratio (including Giant) was 2.89x times and interest coverage was 4.54x times as of June 20, 2017, complying with covenants set by financial institutions (3.30x net debt/EBITDA). Furthermore, 81% of Elementia's gross debt is long-term.

## Shareholders' Equity

Consolidated shareholders' equity as of June 30, 2017, reached \$22.68 billion, a decrease of \$1.53 billion, compared to the \$24.21 billion as of December 31, 2016, mainly driven by the currency exchange impact from foreign operations, the valuation effect for financial instruments, the share repurchase fund transactions and the results of the guarter.



## **Operating Results by Division**

#### **Cement Division - Mexico**

Second Quar (millions of pe					cumulated ions of pe	
2Q17	2Q16	Change		Jun-17	Jun-16	Change
1,043	755	38%	Net sales	1,951	1,440	35%
355	236	50%	Operating income	610	430	42%
437	320	37%	EBITDA	772	586	32%
34%	31%		Operating margin	31%	30%	
42%	42%		EBITDA margin	40%	41%	

During the first half of 2017, net sales and EBITDA increased 35% and 32%, respectively.

Moreover, net sales reached \$1.04 billion in 2Q17, up 38% compared to the \$755 million in 2Q16. Moreover, EBITDA reached \$437 million in 2Q17, an increase of \$117 million or 37% compared to 2Q16. This was mainly due to an increase in volume from the startup of grinding operations as part of the ramp-up initiatives of the capacity expansion at the Tula plant, the high utilization of installed capacity, as well as to the sales price trend.

EBITDA margin remained at 42% as of June 30, 2014, mainly due to operating efficiencies which partially helped offset the increase in energy and fuel costs, and the effect of the startup of grinding operations as part of the ramp-up initiatives of the capacity expansion project at the Tula plant.

In line with management's promise made during Elementia's IPO, the company started the execution of the cement expansion at the Tula plant; which was scheduled to start commercial operations by the end of the third quarter of 2017. As stated in previous reports, the project will increase the Tula plant's production capacity by 1.5 MMt per year, increasing Cement Division's total approximate capacity from 2 to 3.5 MMt of cement per year in Mexico.

#### **Cement Division – United States**

	Second Quarter (millions of pesos)								lated 6M P	
2Q17	2Q16	Change		Jun-17	Jun-16	Change				
1,230	1,300	(5%)	Net sales	2,103	2,270	(7%)				
74	125	(41%)	Operating income (loss)	(109)	(96)	14%				
232	280	(17%)	EBITDA	225	244	(8%)				
6%	10%		Operating margin	(5%)	(4%)					
19%	22%		EBITDA margin	11%	11%					

In 1H17, net sales and EBITDA decreased 7% and 8%, respectively, when compared to 1H16.

During 2Q17, net sales reached \$1.23 billion, 5% below 2Q16 (pro forma) mainly due to maintenance works carried out during the period. As previously stated, 2017 is a transitional year, in which operating results will be constantly affected by diverse maintenance works that will take place throughout the year. It is important to highlight that based on the year's seasonality; capacity utilization remains the same, without any significant increases.

In 2Q17, EBITDA reached \$232 million, 17% below 2Q16, as a result of the transition process that the U.S. operations are going through and to maintenance works held during the period, which interrupt the plant's operations.

On the other hand, the plant's integration, as well as the capital investments made to bring assets back to industry standards, are going according the plan.

#### **Metal Products Division**

Second Quarter		rter		Accumulated 6M		
(mill	ions of pe	sos)		(millions of pesos)		sos)
2Q17	2Q16	Change		Jun-17	Jun-16	Change
1,986	1,885	5%	Net sales	4,299	3,699	16%
135	208	(35%)	Operating income	389	389	0%
234	308	(24%)	EBITDA	589	588	0.2%
7%	11%		Operating margin	9%	11%	
12%	16%		EBITDA margin	14%	16%	
(5%)			% Var. in sales volume	(1%)		
11%			% Var. in average prices	17%		

Net sales for the Metal Products Division grew 16% in 1H17, and reported an increase of 0.02% in EBITDA when compared to the same period 2016, despite a slight decrease in sales volume.



Meanwhile, net sales reached \$1.98 billion in 2Q17, up 5% compared to 2Q16; while volume decreased approximately 5%, mainly derived from the Easter holiday effect on April.

Additionally, in 2Q17, the combined effect of the copper's price decrease and the appreciation of the Mexican peso against the U.S. dollar caused an 11% decrease in the copper's price in pesos compared to 1Q17. These external and atypical factors had a negative impact on inventory valuation, which was reflected in production cost, and thereby in the division's results for the quarter.

As a result of the above, EBITDA was \$234 million in 2Q17, a 24% decline compared to 2Q16. This was partially offset by improved metal yields and the strategic focus on higher value-added products.

#### **BuildingSystems Division**

Second Quarter (millions of pesos)				Accumulated 6N (millions of peso		
2Q17	2Q16	Change		Jun-17	Jun-16	Change
2,154	1,895	14%	Net sales	4,494	3,696	22%
187	181	3%	Operating income	328	318	3%
285	269	6%	EBITDA	539	502	7%
9%	10%		Operating margin	7%	9%	
13%	14%		EBITDA margin	12%	14%	
9%			% Var. in sales volume	9%		
4%			% Var. in average prices	12%		

In 1H17, the BuildingSystems Division increased its net sales and EBITDA by 22% and 7%, respectively; despite the sales volume effect derived from Easter holidays, which mainly affected operations in Mexico during April, and the increase in energy prices.

During the quarter, net sales reached \$2.15 billion, a 14% increase compared to 2Q16, while EBITDA reached \$285 million, up 6% compared to 2Q16. This result was due to higher sales volume and good level of acceptance for our products in the U.S., Mexico and Central America; which offset the low demand in the Andean region, particularly derived from the economic recession that Colombia is facing, as a result of a 3% increase in value-added tax (VAT), increases in bank interest rates and the lack of government support for housing projects.

The division's growth and recovery at a consolidated basis continues to be supported by the results of the "go to market" strategy, which focuses on flat panels for light construction systems based on new products with new technologies, offering advantages to distributors as well as to final users, as it optimizes handling, and thereby it reduces breakage.

Additionally, and as announced in the first quarter, Elementia began executing the operating start-up plan at the Terra Haute facility in Indiana. This plant has a capacity equivalent to the one at the North Carolina and Oregon facilities together. Therefore, we have begun to send products produced from our other facilities to the Indiana region, with logistic surplus temporary impacting margins in the U.S., in order to pre-position the plant. Commercial operations in this facility are scheduled to start in 1Q18.

#### **Relevant Events**

- On May 24, 2017, Elementia hosted its first "Analyst Day" at its Mexican headquarters. The event included the participation
  of management from all three divisions Cement, BuildingSystems and Metal Products. During the meetings with analysts,
  management presented Elementia's short, medium and long-term strategy. Presentations used at the event are available on
  our website (<a href="https://www.elementia.com">www.elementia.com</a>) under the Investor Relations section.
- On June 27, 2017, Elementia appointed Ms. Ana Lourdes Benavides as new Investor Relations Officer.

# **Subsequent Events**

- On July 11, 2017, Elementia announced that, in line with its growth strategy and as stated since its IPO, it launched operations
  of the capacity expansion project at its cement plant in Tula, Hidalgo.
  - The new line besides being built using cutting-edge technology that guarantees product quality, high energy efficiency and more importantly, environmental protection will increase cement production capacity in the Cement Division from approximately 2 to 3.5 MMt per year in Mexico.
- On July 24, 2017, Elementia obtained a credit loan for U.S. \$1.9 billion from Scotiabank that has a maturity of seven years, at TIIE plus 140-160 basis points and quarterly amortizations, which will begin payments in 2019, due to a 2-year grace period.

This operation is part of a strategy focused on strengthening the company's balance, that pursue a long-term ad well distributed debt profile, and a balance between assets, liabilities and cash flow between U.S. dollars-Mexican pesos. The proceeds from this transaction will be used to partially prepay the syndicate loan used as a bridge for the acquisition of the 55% and control of Giant Cement in the U.S., in line with a focus on exchanging short-term debt for long-term. With this, the \$4.935 billion credit line will be 78% available.

#### **Analyst Coverage**

Morgan Stanley, Credit Suisse, Santander, HSBC, Citi, BBVA, UBS and Bank of America Merrill Lynch.



# **Annexes**

# Consolidated Financial Statements as of March 31, 2017 and December 31, 2016

Consolidated Statement of Finacial Position As of June 30, 2017 and December 31, 2016	1	
(millions of pesos)	Jun-17	Dec-16
Cash and cash equivalents	3,162	3,912
Receivables, net	3,728	3,481
Inventories, net	4,852	4,601
Other receivables and currents assets	1,893	2,159
Current assents	13,635	14,153
Other receivables, net	34	34
Investment in subsidiaries	3	3
Property, plant and equipment, net	30,974	32,805
Intangible assets, net	4,682	5,123
Deferred assets tax	1,401	1,456
Other assets	46	186
Non-current assets	37,140	39,607
Total assets	50,775	53,760
Short-term debt	3,025	3,041
Payables	4,994	4,718
Other current liabilities	2,478	3,066
Current liabilities	10,497	10,825
Long-term debt	12,717	13,967
Deferred taxes	3,642	3,308
Other long term liabilities	1,241	1,452
Long-term liabilities	17,600	18,727
Total liabilities	28,097	29,552
Shareholders' Equity	22,678	24,208
Equity attributable to owners of the Entity	20,563	21,628
Capital stock	7,227	7,227
Additional paid-in capital	7,579	7,579
Retained earnings	5,024	4,676
Other comprehensive income	733	2,146
Non-controlling interest	2,115	2,580
Total liabilities and shareholders' equity	50,775	53,760



Consolidated Statements of Profit or Loss & Other Comprehensive Income	As of June 30	
(in millions of pesos)	2017	2016
Net sales	13,062	8,959
Cost of sales	9,668	6,371
Gross profit	3,394	2,588
Operating expenses	2,164	1,457
Operating income	1,230	1,131
Financial result, net	(378)	(1,020)
Income/Loss before income taxes	852	111
Income tax expense	622	137
Consolidated net income/loss	230	(26)
Other comprehensive income:		
Items that will not be reclassified subsequently to profit or loss	0	22
Gain on revaluation of property, machinery and equipment	0	33
Actuarial loss	0	(11)
Items that may be reclassified subsequently to profit or loss	(1,753)	729
Exchange difference loss (gain) on translating foreign operations	(1,813)	665
Net fair value loss (gain) effect on hedging instruments entered into for cash flow hedges	60	64
Total other coprehensive income	(1,753)	751
Total comprehensive income /Loss for the period	(1,523)	725



Consolidated Statement of Cash Flows	As of June 30	
(millions of pesos)	2017 2016	
Income (loss) before income taxes	230	(26)
Other items unrealized		
Depreciation and amortization	910	545
Loss (gain) on disposal of fixed assets	(3)	0
Interest income	(14)	(12)
Interest expense	427	248
Exchange loss (gain)	(1,484)	801
Other items	378	96
Non cash figures	444	1,652
Net cash flow provided by (used in) working capital	(469)	(172)
(Increase) decrease in accounts receivable	(247)	(517)
(Increase) decrease in inventories	(251)	(39)
(Increase) decrease in other receivables and other current assets	(57)	(437)
Increase (decrease) in trade accounts payable	277	702
Increase (decrease) in other liabilities	(191)	119
Net cash flow provided by operating activities	(25)	1,480
Other payments for joint ventures	0	0
Purchase of property, machinery and equipment	(1,281)	(1,814)
Acquisition of other assets	17	(13)
Net cash flow used in investing activities	(1,264)	(1,827)
Incurred (paid) debt	195	(56)
Increase (decrease) in capital	(9)	(3)
Bank loans, net	(334)	(227)
Net cash provided by financing activities	(148)	(286)
Net decrease/increase in cash and cash equivalents	(1,437)	(633)
Effects differences on translating foreign operations	687	434
Cash and cash equivalents at the beginning of the period	3,912	3,103
Cash and cash equivalents at the end of the period	3,162	2,904

## **Details on the Earnings Conference Call**



# **JULY 27, 2017**

**ELEMENTIA (BMV: ELEMENT\*)** 

2Q17 Earnings Conference Call 10 a.m (Mexico City) / 11 a.m. (EDT)

#### **HOSTED BY:**

Fernando Ruiz Jacques
Chief Executive Officer
Juan Francisco Sánchez Kramer
Chief Financial Officer
Ana Lourdes Benavides
Investor Relations

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

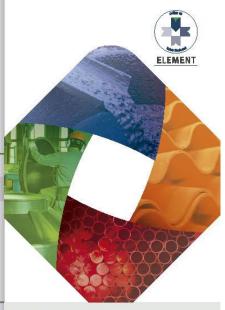
Dial-in Number: 1-800-311-9402 (USA) 1-334-323-7224 (International) Conference ID: 35941

#### Webcast

https://www.webcaster4.com/Webcast/Page/1398/21773
Participants are requested to connect 15 minutes prior to the call

Elementia will release its 2Q17 results on Wednesday, July 26, 2017.

A replay of this call will be available until midnight EDT on August 3, 2017, and will also be available at www.elementia.com in the Investor Relations section.



#### July 27, 2017

Conference Replay:



1 (877) 919-4059 (USA) 1 (334) 323-0140 (International

Conference Replay ID:



25954258

# COMPANY CONTACT

Elementia



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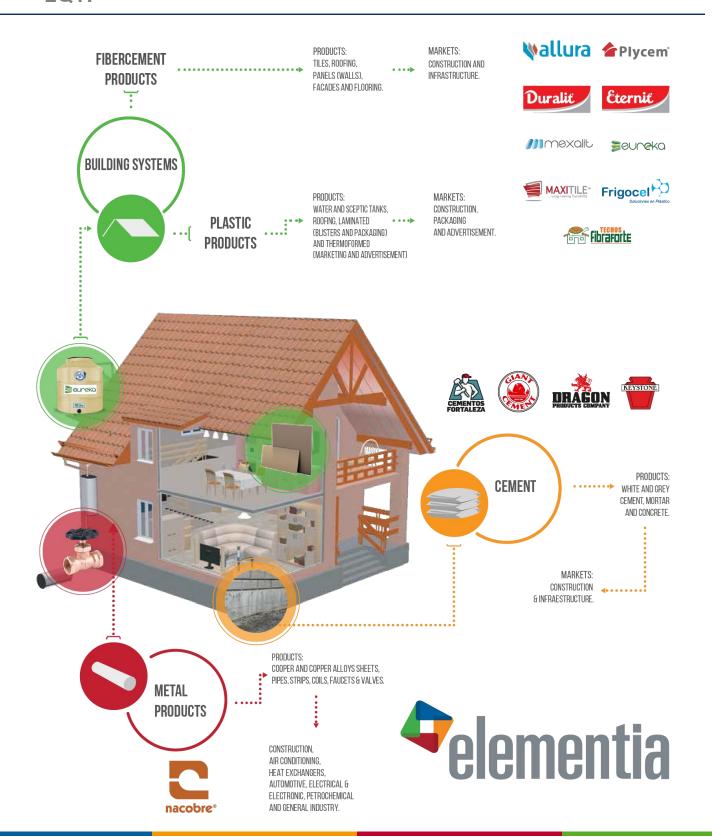


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#### Disclaimer on Forward-looking Statements and Cautionary Note

Figures are stated in nominal Mexican pesos (\$) and all comparisons are made against the same period of the previous year ("2Q16" and "1H16"), unless otherwise specified. 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 will be 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 offers innovative constructive solutions that redefine the concept of constructive evolution. Our state-of-the-art rotomolding technology, Eureka®, preserves the most important resource we have: water; which runs through our Nacobre® pipe systems. In addition, more than 65 years of experience of our Nacobre® brand, allows gas installations to be used in a safely manner. Elementia has grown organically, and through strategic mergers and acquisitions, creating an integrated platform of more than 4,000 products. Through Cementos Fortaleza®, and the strategic acquisitions of Giant®, Keystone® and Dragon® cement, we give structure to foundations, columns, floors and ceilings of houses, shopping malls, offices, hospitals, etc., both in Mexico and the U.S. Elementia has more than 6,000 employees, operating presence in nine countries and a wide distribution network. Innovative and versatile panels manufactured by Allura®, Plycem®, Eternit®, Duralit® and Fibraforte®, offer fiber cement technology advantages in decorative façades, wooden simulation decks, traditional roof tiles and state-of-the-art ceilings. Elementia is the largest fiber cement producer in Latin America and second largest player in the U.S. For more information please visit www.elementia.com